

# Bundled Payment Program

## BUNDLED PAYMENTS ARE HERE TO STAY

Government, commercial payers and employers alike have made major shifts away from the traditional volume-based, fee-for-service reimbursement models and toward bundled payment. It is clear that bundled payments are here to stay.

## ACCELERO'S PROGRAMS ARE HERE TO HELP

Whether a hospital or physician practice enters a bundled payment program through a voluntary or mandatory arrangement, achieving success will be a challenge. Improving care transitions, quality metrics, and patient satisfaction requires a higher level of clinical team alignment, operational transformation, and cultural change than ever before. Accelero has been helping providers across the country improve their readiness and performance in bundled payment programs.

### Focusing on the Entire Episode of Care

The traditional hospital-based cost cutting initiatives are not enough to be successful in value-based reimbursement models like bundled payment. These models drive hospitals, physicians, and other providers to work closely to coordinate the entire episode of care and focus on the areas where cost and variability are high. Two areas that typically stand out are post-acute care utilization and readmissions.

### Sample Joint Replacement Episode of Care



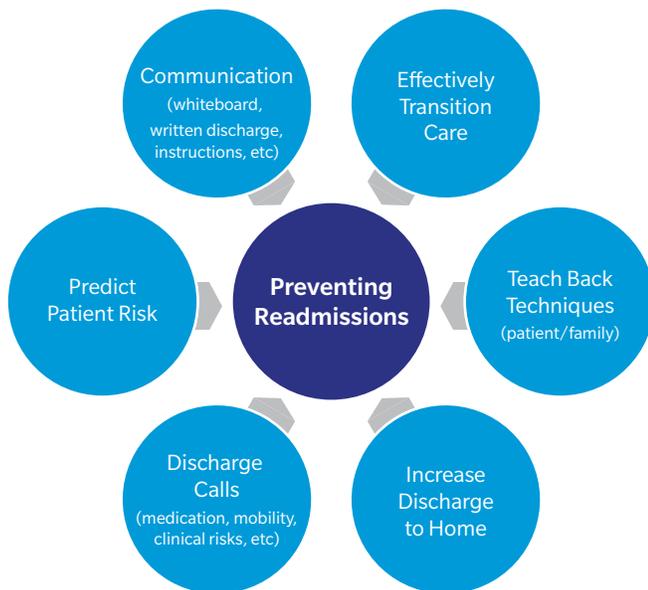
### Decreasing Post-Discharge Costs

For many hospitals, high variability in post-discharge costs represents the most relevant opportunity to provide the best care at the lowest possible costs. Thus, a substantial part of the early rewards or penalties in the bundled payment programs are tied to post-discharge costs. The list below outlines some of the key elements that Accelero is helping hospitals utilize the right amount of post-discharge care:

- Establish patient discharge expectations
- Align order sets and care pathways with discharge goals
- Develop patient discharge criteria checklist
- Establish relationships with post-discharge providers and ensure care process expectations are aligned

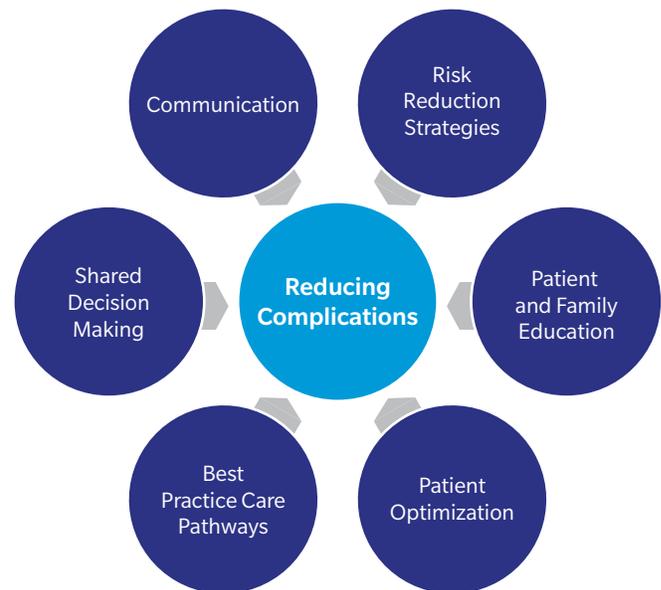
## Preventing Readmissions

A single readmission can cost as low as \$10,000 and much as \$125,000. Avoiding readmissions will significantly shift the bundled payment scenarios in your favor. Doing so requires the right processes and programmatic elements at every point of care. The graphic below provides an example of areas that Accelero provides expert resources, proven processes, and innovative tools to prevent unnecessary readmissions.



## Improving Quality Scores

Since most bundled payment programs include a provision that adjusts reimbursement through a quality composite score; compromising quality to achieve cost savings will have a negative impact. Reimbursement continues to be increasingly tied to performance in complication rates and patient satisfaction scores. The graphic below provides an example of areas that Accelero provides onsite expertise to reduce complications and improve the overall patient experience.



## Achieving Internal Cost Savings

While traditional internal cost savings do not impact the reconciliation/repayment scenario in most bundled payment programs, providers need to continue maximizing their anchor admission margin through cost savings measures. Facilities need to look beyond supply chain initiatives and look to operational areas that offer higher opportunities like perioperative efficiencies.

## ACCELERO'S RISK IS YOUR REWARD

How confident are we in our programs? Accelero is poised to deploy its program and expertise through a **risk-based** program offering. To learn more how Accelero can help you achieve bundled payment goals, please contact us at [info@accelerohealth.com](mailto:info@accelerohealth.com).



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