

Featured Speaker

- Russ Thomas, CEO, Availity

“VALUE BASED” PAYMENTS – PLAN AND PROVIDER PERSPECTIVES

Market Research &
Intelligence
2013



1.7 BILLION+ TRANSACTIONS

HEALTH PLANS



100%

HEALTH PLANS WITH
4,100+ CONNECTIONS

EMPLOYERS



14%

500K+
EMPLOYERS
offering health insurance

CONSUMERS



86%

220M+
CONSUMERS

VENDOR PARTNERS



575+

VENDOR
PARTNERS

HOSPITALS



47%

2,700+
HOSPITALS

PROVIDERS

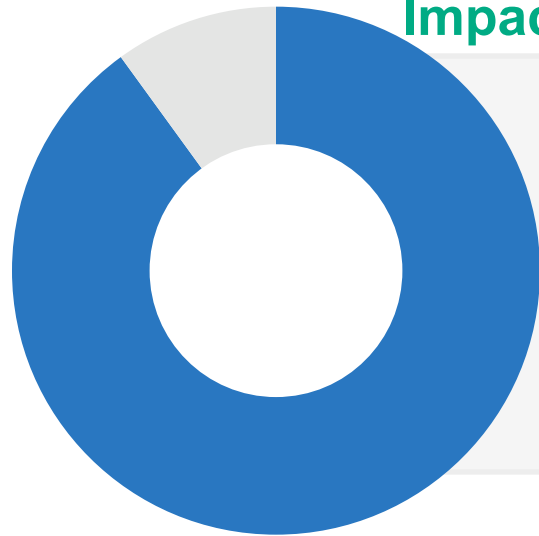


52%

350K+ ACTIVE
PROVIDERS

KEY FINDINGS: HEALTH PLANS

Impacts Top 3 Objectives



90%

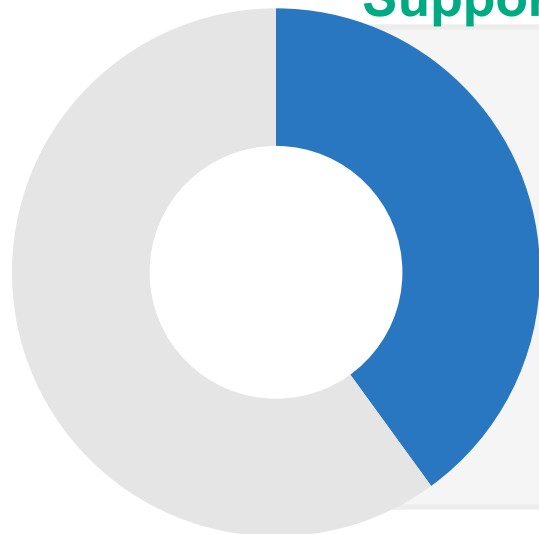
expect value-based payment models to impact their top three business objectives



75%

focus value-based payment efforts on their Employer Group plans

Supports >50% of Business



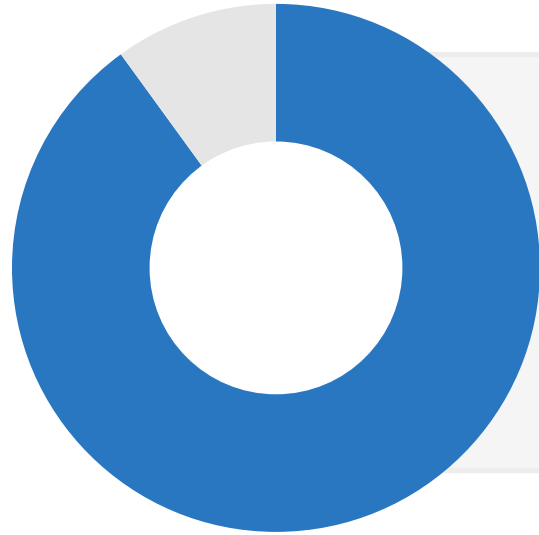
40%

predict that in three years, value-based models will support more than half of their businesses

**Focus is on
Employer
Group Plans**

KEY FINDINGS: HEALTH PLANS

Automation is Critical



90%

say automating the exchange of new information types is critical to program success



<50%

have real-time automation capabilities

Automation is Not Widespread

KEY FINDINGS: PROVIDERS

3 or More to Support

70%

expect to support three or more different value-based payment models in the next three years

Happening Now

80%

have implemented or are planning to implement a pay-for-performance model

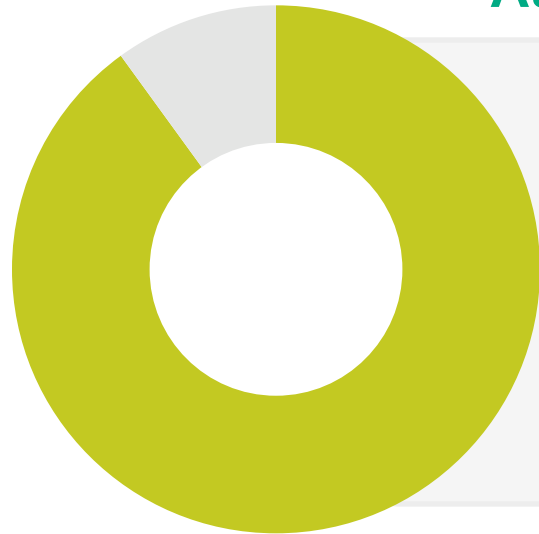
40%

of revenue expected from value-based payment programs in the next three years

Rising Impact to Revenue

KEY FINDINGS: PROVIDERS

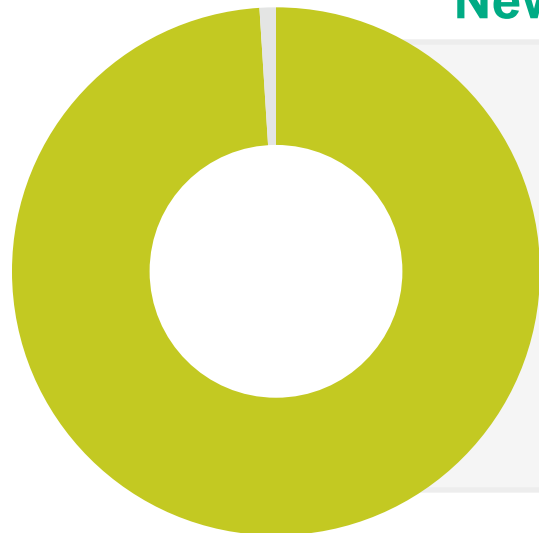
Automation is Critical



90%

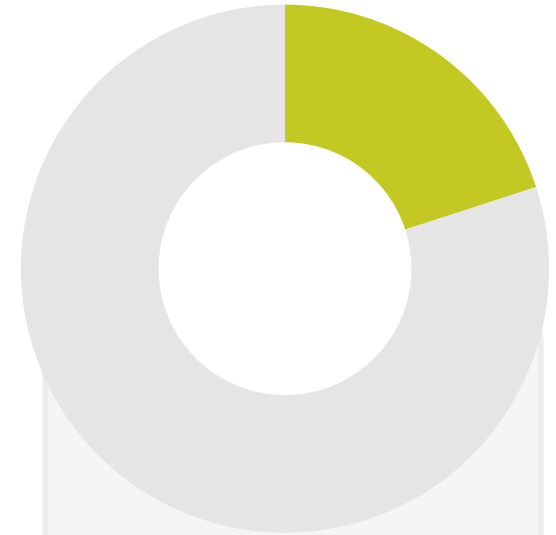
agree that automating information exchange is critical to value-based program success

New Data Types Needed



99%

agree that different types of information will need to be exchanged



20%

report having fully-automated information exchange capabilities

Automation is Not Widespread



SUMMARY

Significant revenue expected to come from new payment models within three years.

Providers and health plans expect to be engaged simultaneously in multiple new payment models.

Respondents can't yet support the automated information exchange critical to success



Availity's studies reveal a high risk for significant market disruption



THE UPSHOT

- 1. The shift to value-based payment models has broad support and is expected to grow quickly over the next three years**
- 2. Health plans and providers are not prepared for the information exchange demands required to make these models successful**

- Collaborate with your partners
- Assess the impact of new information exchange needs on your current workflow processes
- Evaluate existing market capabilities
- Implement solutions that solve problems today and help you transition to value-based models
- Multi-Plan/Multi-Program implementation is critical!