

ACCOUNTABLE CARE ORGANIZATIONS

OPPORTUNITY AWAITS

AFTER YEARS OF DISCUSSION— AND A WHOLE LOT OF VIRTUAL INK—THE ACCOUNTABLE CARE ORGANIZATION IS NOW A REALITY.

SORT OF.

It's a long way from reading the regulation to implementing a sustainable program that serves beneficiaries' best interests as they advance the strategic mission of your provider system. If conceived and executed well, the ACO represents a unique opportunity for provider organizations to redefine their financial relationships with payers, beginning with Medicare.

Gorman Health Group's veteran team of executives, regulators, and clinicians offers provider organizations a complete continuum of services, from strategy development to launch.

Our two decades of experience in all manners of risk-sharing relationships between payers and provider of all varieties give us unmatched expertise.

SERVICE AREAS INCLUDE:

Regulatory Analysis

Our policy analysis practice can help translate the CMS regulations on ACOs into practical operational and financial guidance and timelines for providers and their partners.

Board and Management Team Education

Successful ACOs are likely to start with governance and management understanding what an ACO is and what it isn't. We track and monitor developments in Medicare, Medicaid, and commercial ACOs to provide boards of directors and executives detailed strategic assessments of the value of an ACO to an organization. We can then lead the discussion regarding the development of an ACO. This service is designed to answer critical questions your system may be asking:

- Why develop one? What are the risks?
- With whom should we partner?
- Where can we operate?
- Which beneficiaries can be claimed for assignment?
- Which measures and results define success in one year, three and five years?

Financial Analysis

Anticipated financial performance matters. At GHG, we believe that sound strategy drive structure. We build clinical, financial and operational models to attain an ACO's strategic goals.

We offer customizable financial modeling tools and skills to support considerations ranging from current health care costs to projected health care costs and capital investment and operational costs under an ACO model.

Gap Analysis

Few organizations are prepared to submit an ACO application or engage an insurer around an ACO agreement. Let us help you consider the ramifications of such an arrangement and determine areas of deficiency. Make an informed decision with readiness and resources in mind.

CMS Application Development

GHG has extensive experience in demonstration project and application submissions to CMS. We offer support throughout the application process, all the way to implementation. With our help, GHG clients have been awarded 21 out of 23 demonstration or pilot programs sought over the last decade.

Implementation Planning and Project Management Support

GHG can provide support in the following areas:

- Provider network development and engagement
- Risk score optimization and management
- Member communication
- Health Information Technology support
- Compliance
- CMS agency relationship support
- Quality metrics and reporting
- And more...



WHO WE ARE

Gorman Health Group (GHG) is a national health care and federal programs consultancy staffed by subject matter experts, former health plan executives and seasoned regulators.

For more than 15 years, hundreds of clients serving millions of health care consumers have leveraged GHG's strategic counsel and technology solutions to achieve growth objectives, maintain compliant operations, improve market position, advance profitability and serve beneficiaries.

Gorman Health Group's clients have one-stop access to expert advice, guidance, and support in every strategic and operational area in Medicare managed care and receive the highest levels of service available today.

Our mission is to improve the quality of health care offered to the nation's consumers. Learn more at gormanhealthgroup.com.

Contact us today at ghg@gormanhealthgroup.com.

GORMAN HEALTH GROUP

5335 Wisconsin Avenue, NW, Suite 340
Washington, DC 20015

P 202.364.8283 **F** 202.244.8324