

Patti Wahl- Aon's Delivery System Transformation Team

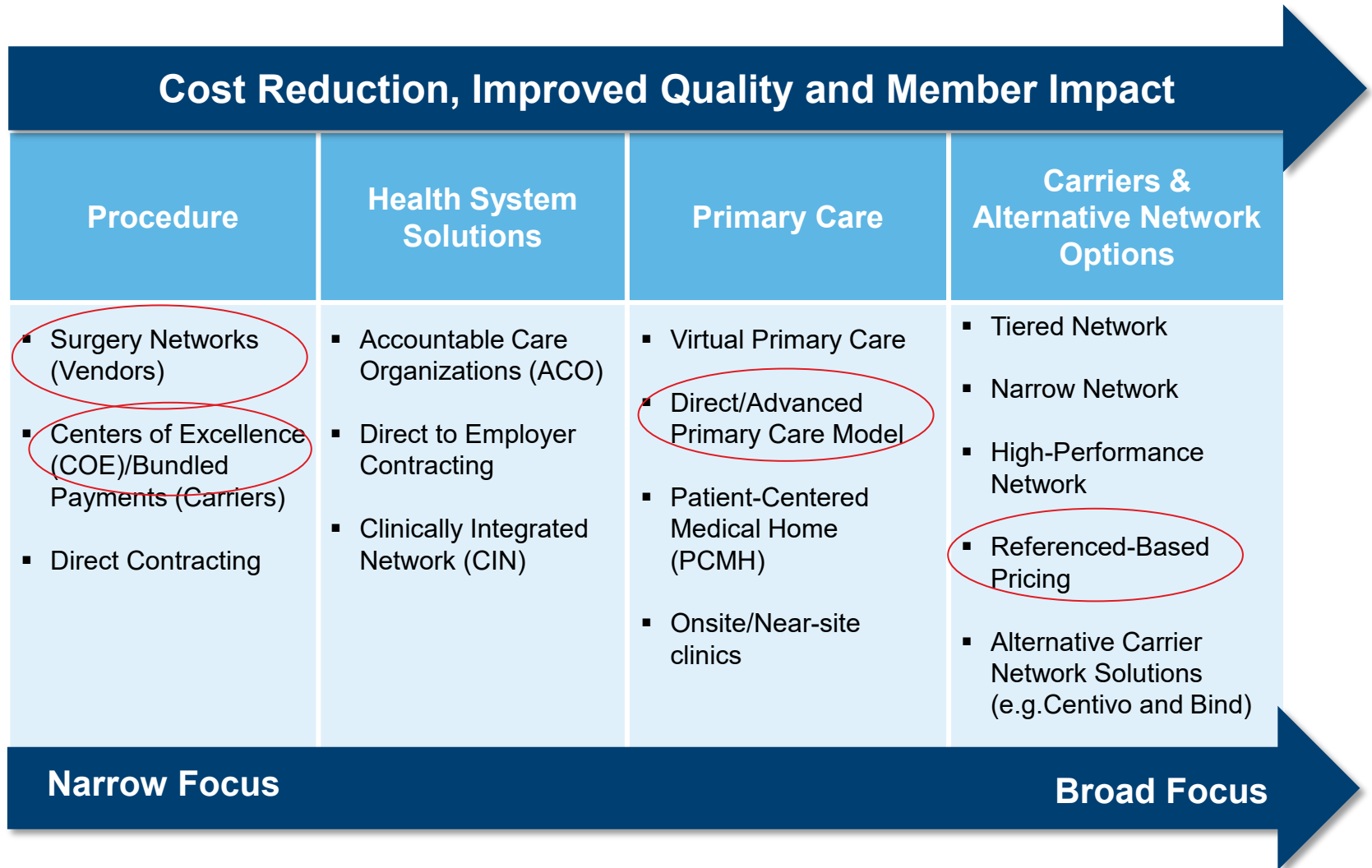


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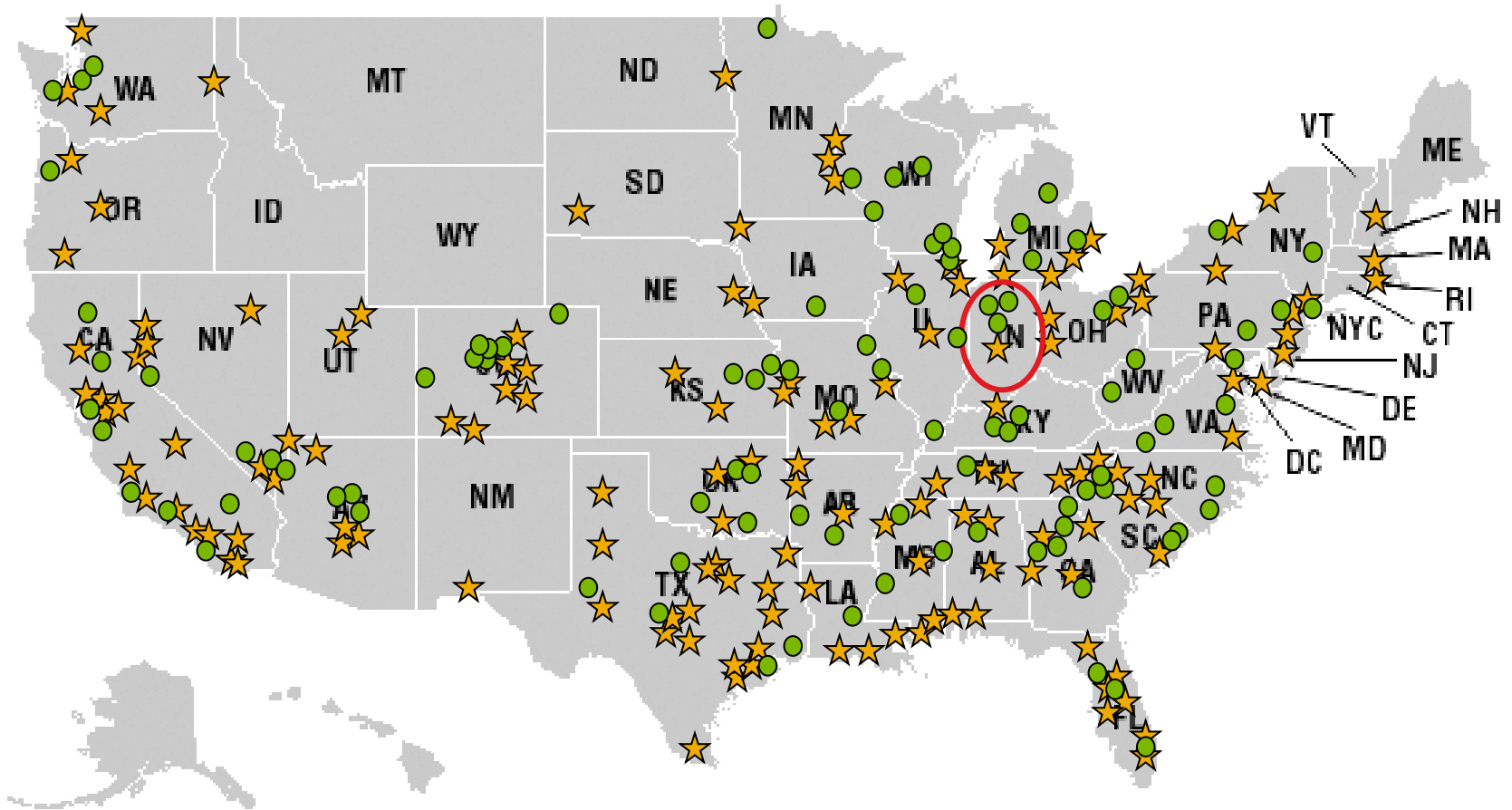
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Optimizing Care Delivery for Value



Evolving Landscape of Trending Solutions



- ★ Surgery Network Geographies
- Advanced Primary Care Geographies
- Reference Based Pricing

Note: RBP acceptance rate varies by state

Evolution of Centers of Excellence

Immature

Advanced

	Carrier COE	Carrier Bundled Payment	Surgery Network with Bundled Payment
Identification of Patients	Retrospective	Retrospective migrating to Prospective	Prospective
Network	Broad COE Networks	Narrow network of ambulatory surgery centers, facilities and surgery groups still being contracted	Refined network based on quality, cost and outcomes
Assessment Only Bundle	No	No	Yes
Patient Concierge	No	No	Yes
Warranty for Complications	No	No	Yes, in most cases
Financial Performance Guarantees	No	No	Yes

Opportunity for Employers to consider Surgery Networks for advanced bundled payment solution

How Aon Supported Cummins on their Quality Journey

Identify Target Procedures

- Assess top procedures for Cummins, both in Indiana and nationally
- Select target procedures for COE initiative in Indiana

Develop Quality Framework

- Develop Cummins quality framework for targeted procedures

Determine COE Requirements

- Develop “must have” list of COE provider selection criteria

Assess Alternatives for COEs

- Evaluate potential paths for COE development

Recommendations

- Finalize recommendations for approach to COE development