# Patti Wahl- Aon's Delivery System Transformation Team

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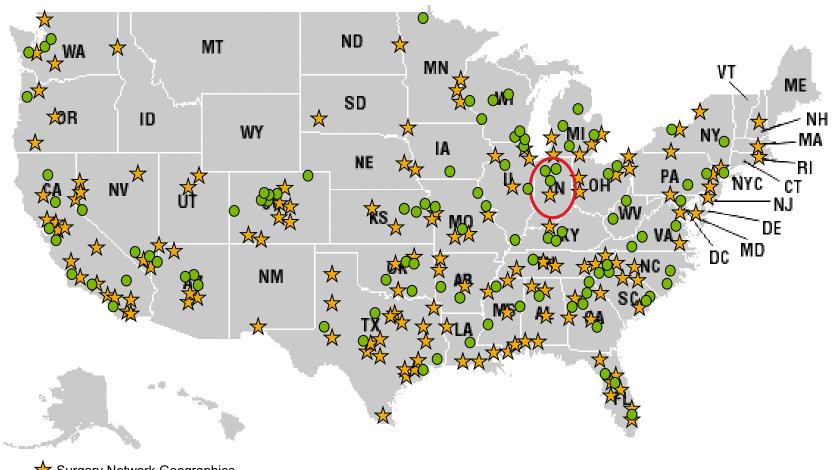


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# Optimizing Care Delivery for Value

Cost Reduction, Improved Quality and Member Impact				
Procedure	Health System Solutions	Primary Care	Carriers & Alternative Network Options	
Surgery Networks (Vendors)  Centers of Excellence (COE)/Bundled Payments (Carriers)  Direct Contracting	<ul> <li>Accountable Care Organizations (ACO)</li> <li>Direct to Employer Contracting</li> <li>Clinically Integrated Network (CIN)</li> </ul>	<ul> <li>Virtual Primary Care</li> <li>Direct/Advanced Primary Care Model</li> <li>Patient-Centered Medical Home (PCMH)</li> <li>Onsite/Near-site clinics</li> </ul>	<ul> <li>Tiered Network</li> <li>Narrow Network</li> <li>High-Performance Network</li> <li>Referenced-Based Pricing</li> <li>Alternative Carrier Network Solutions (e.g.Centivo and Bind)</li> </ul>	
Narrow Focus			Broad Focus	

# **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