

Imperium Vox

Newsletter for Imperium Health clients and those invested in the ACO Industry

Volume III, Issue 4 Fall 2017

Letter from Imperium Leadership

The ACO Quality Performance and Financial Reconciliation Results for performance year 2016 (PY 2016) were released last month by the Centers for Medicare and Medicaid Services (CMS), showing that for the second straight year, Imperium Health is the industry leader, achieving nearly double the Per Member Per Year (PMPY) savings over leading ACO enablement companies which administer multiple ACOs.

These results are good news and show that greatness is achievable for Imperium. What we do is humbling and very hard work and it will take all shoulders leaning in together to reach that greatness. We are committed to our partners' continued improvements and have already made adjustments in 2017 that will expand our success. Imperium is poised to continue our efforts to re-define healthcare delivery and look forward to Performance Year 2017 and beyond.

Shared savings for Imperium's Southern Kentucky Healthcare Alliance and Keystone Clinical Partners, LLC totaled nearly \$7 million dollars.

Along with success in cost control, patient care showed improvement in PY 2016, following the year-over-year trend for Imperium ACOs. Average second year quality among all Imperium Health ACOs was at 94% for the year, up from an average of 91% in 2015. This is an incredible accomplishment for our partners and for the lives they manage on a daily basis. Founded in 2011, Kentucky-based Imperium Health was among the first ACO enablement companies in the U.S.. With 14 ACOs, 200 practices and over 116,000 beneficiaries under our management, Imperium Health's positive results are making a big impact on healthcare across the nation.

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CMS Releases Results for NextGen, ESRD, and Pioneer ACO Models

CMS released results for the Next Generation ACO Model, the Comprehensive ESRD Care Model and the final year of the Pioneer ACO Model on Friday, October 13. Results have not yet been released for the Medicare Shared Savings Program. Shared results show the value of Medicare's premier alternative payment models and include significant savings for Medicare and for many participating ACOs.

Following release of the results, NAACOS said, "We are very pleased to see that the hard work of ACOs continues to improve care for millions of Medicare beneficiaries across the country. We will analyze the program results in more detail in the coming weeks when more information is released through a CMS Public Use File and will share our conclusions with ACOs and the broader healthcare industry."

- The CMS Innovation Center shares details on performance under the Next Generation Model on their main program [webpage](#).
- Comprehensive ESRD Care Model details are provided on this Innovation Center [webpage](#).
- The Innovation Center shares Pioneer ACO result information on this [webpage](#).

"These results are good news and show that greatness is achievable for Imperium. What we do is humbling and very hard work and it will take all shoulders leaning in together to reach greatness."

*- Gary Albers,
CEO, Imperium Health*

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Provider Reminders: Pneumonia Vaccine and End-of-Year Quality

~ By Angela Farley

With November upon us, providers should work to identify any gaps in care for patients that can be met by December 31 to be included in the 2017 Quality Measures (GPRO) calculations and ensure these initiatives are completed and recorded.

Areas of maximum impact include:

- Pneumococcal Vaccinations for those who have not yet gotten the vaccine
- HgbA1C testing for diabetic patients or repeating HgbA1C testing for patients who previously had a test result of 9 or greater
- Diabetic Retinopathy Eye Exams for diabetic patients
- Low-Density Lipoprotein (LDL) **cholesterol** testing
- PHQ-9 Depression screenings and discussion of follow-up plan if need indicated by results
- BMI evaluation and discussion of follow-up plan if need indicated by results.
- Mammograms and Colorectal Screenings - results must be documented by December 30.

What's Next: Imperium 2018 Preview ~ By Lloyd Wilson

As we at Imperium seek to expand the success of our ACOs into 2018 and beyond, we are investing in new service offerings and resources designed to support our physician partners.

Empowered primary care physicians who can direct the value-based care model are central to ACOs success. That is why Imperium makes it a top priority to continually improve how we share data, best practices, and progress updates in a timely, actionable format.

We have begun collaborating with three data vendors and testing multiple approaches for providing the best information to our practices. Being able to deliver targeted, timely information along with direct support, allows physician-led practices to advance faster, more efficiently, and with greater impact for sustained success.

Along with data improvements, Imperium is focused on equipping PCPs with direct practice support and care coordination models that fit the needs of the practice.

Beyond the clinic walls, Imperium is launching several initiatives to optimize system-level performance, including: managing post-acute care utilization; helping close gaps in care; and improving communication across care settings.

These strategies are supported by an expanded staff whose goal is to provide support to our physician partners as continue to lead the transition to value-based, accountable care (*See Staff page 4*).



Reminder: Registration Open for Fall 2017 In-Person Learning Collaboratives

Registration is still open for the upcoming fall 2017 Learning Systems for ACOs regional in-person learning collaborative (IPLC) meetings. There is no registration fee to attend; however, space for these meetings is limited. **Please limit enrollment to two participants per ACO, no vendors.** Registration for the upcoming regional meetings information is provided in the table below.

CMS Region	Date	Location
Region 2 NJ, NY, PR, VI Register by Nov. 9	Thursday, November 16, 2017	New Jersey Hospital Association 760 Alexander Road Princeton, NJ 08543
Region 3 DE, DC, MD, PA, VA, WV Register by Nov. 22	Wednesday, November 29, 2017	CMS Central Office 7500 Security Boulevard Baltimore, MD 21244
Region 4 AL, FL, GA, KY, MS, NC, SC, TN Register by Nov. 29	Wednesday, December 6, 2017	Vanderbilt Student Life Center 310 25th Avenue South Nashville, TN 37240
Region 5 IL, IN, MI, MN, OH, WI Register by Nov. 2	Thursday, November 9, 2017	Metcalf Federal Building 77 West Jackson Boulevard Chicago, IL 60604

Year-End Congressional Outlook

While scheduled legislative days are waning, there remains quite a bit to get done before leaving for the December break. Some Members of Congress are speculating that Congress may remain in session up until Christmas Eve unless progress is made on items such as funding and reauthorization for the Children's Health Insurance Program (CHIP).

Republicans are making a strong push to pass tax reform measures, especially in light of the Affordable Care Act (ACA) repeal and replace movement failing in the Senate. Regardless, portions of the ACA will continue to be bargaining chips as Congress tries to hammer out a budget before current government funding expires on December 8.

Open enrollment for the ACA starts November 1, and insurers are looking for Congress to confirm payment of cost-sharing reduction subsidies in order to stabilize marketplaces and allow greater access for low-income enrollees.

The NAACOS government relations team will continue to monitor these issues for provisions affecting our members.

~ Reprinted from NAACOS
Membership Newsletter

Letter from Leadership, continued...

Beginning in 2018, Imperium expects to manage 30 ACOs, comprised of nearly 500,000 Medicare beneficiaries across 24 states.

The transition from a fee-for-service reimbursement system to one based on value is happening rapidly and ACOs are at the forefront of this paradigm shift. We are honored to be a valued partner to provider organizations across the country that strive to succeed in this transition from solo primary care physicians to large health care systems.

Imperium's success in PY 2016 is a standout among competitors but also reflects the growing success of ACOs. Of the 432 ACOs measured, 99 percent or 428 ACOs met the quality performance standard, making them eligible to share in savings if earned.

Proof of the impact ACOs are having on healthcare is also shown in PY 2016 results released by CMS. ACOs that reported in both 2015 and 2016 averaged performance improvement of over 10 percent on five measures (Falls: Screening for Future Fall Risk; Screening for Clinical Depression and Follow-up Plan; Screening for High Blood Pressure and Follow-up Documented; Hemoglobin A1c Poor Control, Diabetes Eye Exam). ACOs that participated in the program longer showed greater improvement in quality performance – average performance improved by 15 percent across the 25 quality measures used consecutively across years for all ACOs reporting.

Along with improved patient care, ACOs have a proven impact on cost savings as well. In PY 2016, 134 out of 432 ACOs (31 percent) generated shared savings, earning performance payments totaling more than \$700 million. We at Imperium are confident we are focused on healthcare that can make a positive difference and we appreciate the commitment of those within our partnership. On behalf of all Imperium staff, we thank you for your continue faith and commitment to our mutual goals. We look forward to the future of our partnership.

Sincerely,
Imperium Health Management



NAACOS Analysis Of ACO Performance In MIPS

At its fall conference, NAACOS shared results of an analysis of ACO performance in the Quality Payment Program's Merit Based Incentive Payment System (MIPS) created under the Medicare Access and CHIP Reauthorization Act of 2015 (MACRA). Working with NAACOS, the firm of Dobson | DaVanzo modeled the Alternative Payment Model (APM) scoring standard rules applicable to ACOs in MIPS and applied 2015 historical Track 1 ACO quality data to project 2017 ACO MIPS scores and their corresponding payment adjustments in MIPS. The analysis found that all 2017 Track 1 ACOs are likely to score well above the MIPS performance threshold, and most above the MIPS exceptional performance threshold, thereby receiving a positive MIPS payment adjustment. However, the overall ease at which MIPS clinicians may earn positive adjustments, coupled with budgetary restraints due to budget neutrality requirements, indicates that most payment adjustments may be relatively small, ranging from 0.4 percent to 2.6 percent of qualified providers' Part B expenditures. As a reminder, unlike the 5 percent Advanced APM bonuses, MIPS payment adjustments will count as ACO expenditures (in the applicable payment year). NAACOS will continue to urge CMS to reverse this unfair policy.

Imperium's 2017 Staff Enhancement

Over the past several months, Imperium Health has added a number of talented staff who bring their collective experience and proven successes to the purpose of enhanced support for our partner physicians.

As Imperium prepares to build on PY2016 successes and with the pending addition of more ACOs to our partnership, expanding our team is crucial to building a solid foundation for continued improvement.

"Imperium's strength in the market is evident in our ability to attract dynamic, innovative individuals, who perform to their maximum potential," said Imperium Chief Strategy Officer Benjie Levine.

"These hires add to the depth and breadth of this organization and will help propel us forward into 2018 and beyond. We are excited to utilize their skills and abilities to their fullest for the benefit of our partners and the lives they manage," added CEO Gary Albers.

Lloyd Wilson, Director of Operations

Lloyd is an experienced healthcare executive with a passion for delivering solutions that positively impact the lives of patients and providers. He has extensive experience leading multi-site healthcare service organizations with a focus on the Medicare and geriatric population. Lloyd has led value-based episodic care management programs for the nation's largest health systems and served as division president for a Fortune 500 healthcare provider of post-acute care services. Lloyd began working with Imperium in January, located in Texas.

Carter Reiser, Director of Operations

Carter brings to Imperium his extensive experience in ACO Development, Hospital Administration, and Strategic Planning.

Prior to joining Imperium in August, he served as Director of Strategy and ACO Operations for Alliant Management Services, one of the country's largest hospital management organizations. During this time Carter successfully led the enrollment and management of nine hospitals into four CMS approved ACO's.

Carter is a graduate of West Virginia University, and works in Kentucky.

"These hires add to the depth and breadth of this organization and will help propel us forward into 2018 and beyond."

~CEO Gary Albers

Charlie Bunnell, Director of Operations

Charlie brings his previous success with two ACOs— a track 1 ACO based in Austin, TX, followed by a NextGen ACO in Iowa — to Imperium as of June.

He is from Port Lavaca, TX, a small town on the Gulf Coast, and is a graduate of Southwestern University and the Lyndon B. Johnson School of Public Affairs at UT Austin.

Outside of work, Charlie enjoys fishing, family, and rooting on the Houston Astros and Texas Longhorns.

Adam Kirking, Director of Operations

Adam has worked to drive positive change in healthcare organizations for over eight years. He has experience in Medicare and commercial insurance ACOs as well as hospital leadership. Adam earned his BS from University of Wisconsin-Milwaukee and his MHA from the University of Minnesota.

Outside of work, Adam enjoys spending time with his wife and family.



Timothy Hollowell, Data Analyst

Timothy brings over three years actuarial and analytical experience, working with every level of Medicare and commercial data.

He earned a master's degree in actuarial science from Ball State University.

Prior to working in healthcare, he taught music in Indianapolis and Muncie.

Timothy leverages his educational, actuarial, and analytical backgrounds to translate the tables and spreadsheets into meaningful, actionable content that can help steer interventions and improve patient outcomes. Timothy is an excel ninja and enjoys making use of the program for everything.

Contact Imperium

We welcome your inquiries and feedback! Please email Corporate Communications Director Allison Haley at: Allison.Haley@ImperiumHlth.com.

You are receiving this email because you were identified as an Imperium client or other interested party. To unsubscribe, [Click Here](#) and send an email with subject line "Unsubscribe."

Allison Haley, Corporate Communications

Allison is a seasoned communications expert, starting her career as a reporter, then spending over a decade in various communications roles for statewide political candidates and elected officials before transitioning to healthcare in 2014.

She served as the head of Community Outreach and Marketing for Aetna's Kentucky Medicaid Plan before coming to Imperium in August. Along with a passion for conveying messaging that makes a positive impact, Allison enjoys spending time with her husband and their two boys.