An Introduction to Working with Payers

Center to Advance Palliative Care™
capc

Palliative care providers add value to health care delivery. Here's an approach to turn that value into payment.

1 Use data to describe your program and how you benefit payers

- Collect your outcomes
- Enhance with a compelling patient story
- Supplement with the literature

HOSPITAL & ED UTILIZATION

QUALITY MEASURES

SATISFACTION

2 Know your costs (PMPM)

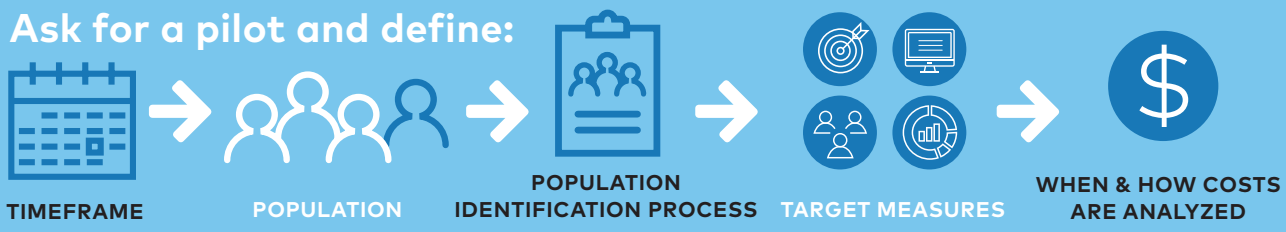
What funding do you need to be both financially sustainable and reliable?

3 Research potential partners

and work with your own contracting office *(where available)*

- Accountable Care Orgs
- Medicare Advantage Plans
- Oncology Care Models
- Primary Care Medical Homes
- Bundled Payment Providers
- Medicaid Managed Care Plans
- Other Health Plans

4 Ask for a pilot and define:



5 Maintain Communications

Let your partner know how it's going

- Preliminary data
- Early problem warnings
- Early wins