

FIVE ESSENTIAL STRATEGIES FOR SUCCESSFUL ACOs

Pinnacle’s team has a long history of developing and implementing value-based care arrangements. Our expertise ranges from launching startups to improving the operations of existing arrangements. We provide practical strategies to Accountable Care Organizations (ACOs) to assist stakeholders in achieving better health outcomes for populations by improving care delivery and coordination. We help build systems and skills that promote smarter healthcare spending. Pinnacle’s goal is to help clients demonstrate measurable success in quality, efficiency and coordination of patient care while reducing spending throughout the care continuum.



We recommend five essential strategies that position ACOs to maximize shared savings distribution. The five strategies in order of potential savings impact include:

- Know Your Population**
 - Do you know your population? Do your providers know their population? Is every patient getting access to their Primary Care Physician (PCP) for an Annual Wellness Visit (AWV)?
 - Know the disease burden and Hierarchical Condition Category (HCC) score of your population and its impact on necessary patient care.
- Understand Medicare Part A**
 - Focus on cost and quality benchmarks along with outcomes utilization as it relates to hospital and post-acute readmissions.
 - Development of Integrated Care Coordination strategies and Transitional Care Hubs.
 - Increase access to Primary Care Physicians to reduce potentially avoidable ER visits and Ambulatory Case Sensitive Conditions (ACSC) admissions.
- Optimize SNF Utilization**
 - Do you have a high performing SNF network? Do the SNFs in your network notify you when a patient is admitted?
 - Is your SNF network high performing as it relates to quality, length of stay and readmissions or are your SNF partners out of network?
- Home Health & Hospice**
 - Can you track per capita spending and who is out of network by agency?
 - What is the appropriateness of Home Health criteria and closing the loop?
 - Are your Primary Care Physicians involved in the plan of care for Home Health? Hospice?
- Understand Medicare Part B**
 - Can you monitor and track outpatient cost and utilization for specialists, procedures, and drugs?
 - Do you have adequate specialist and primary care provider visit ratios?
 - Do you know where your patients are going and how often they are going there? Engage your patients.

Pinnacle offers expertise in the following areas:

- Accountable Care Organization (ACO) and Clinically Integrated Network (CIN) start-ups
- ACO planning and development including leadership and governance training
- Leveraging data to develop performance improvement strategies
- Building high-performing networks
- Integrated care coordination strategies
- Interpreting and applying new rules that impact value-based care