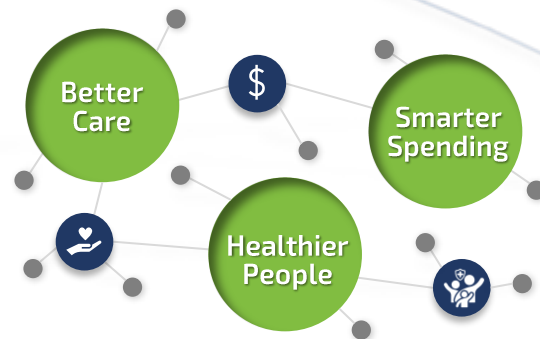


Pinnacle’s team has a long history of developing and implementing value-based care arrangements. Our expertise ranges from launching startups to improving the operations of existing arrangements. We provide practical strategies to Accountable Care Organizations (ACOs) to assist stakeholders in achieving 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.



The five essential strategies (in order of potential saving impact) that position ACOs to maximize shared savings distribution include:



## KNOW YOUR POPULATION

- Do you know your population? Do your providers know their population? Is every patient getting access to their Primary Care Provider (PCP) for an Annual Wellness Visit (AWV)?
- Do you know the disease burden and Hierarchical Condition Category (HCC) score of your population and its impact on necessary patient care?



## UNDERSTAND MEDICARE PART A

- Do you know your cost and quality benchmarks, along with outcomes utilization as it relates to hospital and post-acute readmissions?
- Do you have Integrated Care Coordination strategies and Transitional Care Hubs?
- Can you increase access to PCPs to reduce potentially avoidable ER visits and ACSC admissions?



## OPTIMIZE SNF UTILIZATION

- Do you have a high performing Skilled Nursing Facility (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?



## 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 PCPs 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 PCP visit ratios?
- Do you know where your patients are going and how often they are going there?

### Pinnacle offers expertise in the following areas:

ACO and 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 and policies that impact value-based care