

The fee-for-service model is being turned upside down. Are you ready to adapt your care delivery model to ensure you are successful under a new system of paying for outcomes and reduced total cost of care? Under these new models, there are many opportunities to earn incentives and share in total cost of care savings. In order to take full advantage of these opportunities, your practice will need to:

- Invest in infrastructure for your practice
- Adapt your EMR system to help track performance
- Develop dashboards and provide new services to your patients that you currently are not providing such as formal CKD education, dietician or other ancillary services
- Determine if you should develop these services or partner with another organization to provide them

The multi-year transition from fee-for-service to value-based care will require you to work in both settings for several years; therefore, it is essential to maintain efficiency in both models. ***Our professionals can help assure your continued success in private practice.***



Things to consider as you navigate through the fee-for-service to value-based care transition:

- Do you understand the levers you have to maximize your financial success?
- What are the key points to include in a value-based agreement that will provide your practice the opportunity for success?
- How do you implement new workflow processes to track key areas?
- Is your infrastructure sufficient to handle the increased workload and tracking?
- How do mid-level providers (APP's) factor in this success?
- When do you partner with an outside provider for certain services?
- How are you evaluating your most ideal partner?
- What is the impact to your cash flow in a capitated arrangement?
- Are you "at risk" for downside performance?
- Do you need to acquire stop/loss coverage or reinsurance policies for capitated services?



As you approach these opportunities, it is critical to engage business advisors, legal counsel, and financial advisors on any value-based arrangement to ensure your practice optimizes its opportunity. Pinnacle Healthcare Consulting can assist in positioning your practice for success under the new paradigm of value-based care.

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