



Accelerate Your ACO's Value!

Pinnacle is Here to Help

Integrated Expertise • Proven Results • National Perspective

► Value-Based Strategy Solutions

Success in VBC is built on the structure of the ACO. Pinnacle helps determine which value-based strategies best fit your organization to ensure payment for the quality of care provided. We develop strategies to optimize organizational alignment across executive, financial, and provider arrangements.

- Growth and recruitment
- Selecting appropriate model and level of financial risk
- Medicare, Medicare Advantage, and Medicaid profitability
- Resources, capital, and organizational alignment
- Provider compensation
- VBC financial forecasting and prioritization

► Performance Improvement Solutions

We help streamline care delivery by identifying opportunities to improve patient outcomes and drive value. By providing support at every level from the point of care to ACO leadership, our proven strategies improve quality and lower cost of care.

- Data and analytics
- Workflow analysis
- Total cost of care analysis
- Quality performance and coaching

► Value-Based Revenue Cycle Management Solutions

Proven strategies which generate better ROI in both fee-for-service and fee-for-value.

- Contract analysis
- VBC contracting support
- HCC documentation and coding
- Maximizing FFS and FFV, roster management, and claims denial rates
- ROI analysis
- Forecasting quality incentives both inside and outside the ACO

For more information, please contact Kelly Conroy at 561-385-7566, KConroy@AskPHC.com, or visit us online at AskPHC.com

See reverse side for additional details

Benchmark & Risk Modeling:

Past Performance Does Not Dictate Future Results

► **Benchmark Analysis** • Setting the Right Targets Matters

Calculations are performed on historical data to determine target costs for a population based on 100% of claims. While it may seem that a higher benchmark is advantageous, it can actually indicate a higher-risk population with greater expected costs. Accurate benchmarking requires a deep understanding of four core components: **attributed population, historical expenses, risk adjustment, and regional expense variation.**

Through this process, we help organizations establish financial targets, identify performance gaps, and forecast future performance using advanced loss and regional trend analyses. Our actuarial insights protect your organization by maximizing both FFS and FFV potential amid an evolving market environment.

► **NPI Analysis** • Your Network's Performance Blueprint

We identify both high-performing and underperforming providers, enabling ACOs to create targeted remediation plans for improvement. Our analysis supports TIN-level strategy—critical for optimizing overall network performance. We also identify network gaps such as missing specialties, post-acute performance opportunities, and potential expansion into new regions. Our approach supports continuous quality improvement, effective attribution (retrospective or prospective), and informed network curation to strengthen your ACO performance.

► **The Best Fit** • Choosing the Right Model for Your Organization

The type of agreement significantly impacts ROI. Success in value-based payment models requires a precise understanding of performance levers and the degree of improvement needed to achieve shared savings. Ongoing performance projections throughout the year are essential for proactive management and financial predictability. We assess growth and placement across all participants, evaluate agreement ROI, and forecast long-term results to guide strategic decisions throughout the model lifecycle.

► **Growth** • Expanding Strategically to Maximize Results

The number of beneficiaries within an agreement directly influences benchmarks, quality performance, and shared savings potential. Understanding the relationship between growth and performance is essential to long-term success. Strategic growth enables cost reduction, quality improvement, and greater shared savings across alternative payment models. Our team helps you establish growth targets, align attribution and regional strategies, and assess the impact on margins.

► **How We Help You Win at Value-Based Care**

Diagnose and Design: Assess where you stand and design a model that fits your people, payors, and patients.

Incentivize What Matters: Align physician compensation and performance metrics to outcomes that drive savings.

Operate with Confidence: From compliance frameworks to coding documentation and contracting support, we help ensure success and sustainability.