



## Collaborative ACOs and Scaling for Success

### DATE:

Wednesday, March 20, 2019  
9:00 a.m. – 10:00 a.m. (CST)

### WHO SHOULD PARTICIPATE:

CMOs, CFOs, CNOs, DONs, quality improvement staff, care management staff and financial management staff.

### REGISTRATION DEADLINE:

Registrations are due into the LHA office one week prior to the webinar in order to ensure timely delivery of instructions and handout.

### LHA WEBSITE:

[http://www.lhaonline.org/events/event\\_list.asp](http://www.lhaonline.org/events/event_list.asp)

### OVERVIEW:

This webinar will describe the experience of more than over 250 hospitals in collaborative Accountable Care Organizations (ACOs) that are successfully moving from fee-for-service to fee-for-value.

Participants include urban and rural hospitals ranging in size from 4 to 1,000 beds, aligning with their physicians to prepare for provider-based risk models. The presentation will consist of a case study and actuarial data that demonstrates that small ACOs experience savings and losses plus or minus 10-30% simply due to statistical variation in healthcare spend and in CMS Hierarchical Condition Category coding in performance and benchmark years. This session will explain how hospitals can mitigate random chance affecting savings through collaborative ACO models representing a minimum of 100,000 covered Medicare lives. During this presentation, attendees will also discover proven population health management strategies that consistently beat the benchmarks and produce quality scores of 94 percent and above.

### OBJECTIVES:

- Gain an understanding of the technical aspects of the collaborative ACO model and how hospitals, providers and their community can benefit from participation;
- Gain an understanding of the effects of how statistical variation can create unreliable and false results that can wrongly penalize or reward providers; and
- Gain an understanding of how the collaborative ACO model can be used to scale ACOs to achieve predictable, consistent financial and quality performance.

### MEET YOUR FACULTY:

#### **Brett Jansen, Vice President, Caravan Health**

Brett serves as Vice President of Business Development working with hospitals, health systems and providers to transition from fee for service to value based payment models. Brett began her career working for Cerner as the business development executive for CommunityWorks, a cloud-based, IT platform that provides an integrated digital record of a patient's health history that includes clinical and financial data. Her primary clients were community and critical access hospitals. In 2014, Brett took the role of vice president over marketing and sales operations for the Optum One Analytics team. In this role, Brett was responsible for RFPs, product marketing, white papers, and sales operations. Brett's expertise includes: health information technologies, social media/marketing strategies, behavioral health and patient engagement.



# EDUCATION WEBINARS

## Collaborative ACOs and Scaling for Success

### REGISTRATION:

Registrations may be sent via fax to (225) 923-1004. VISA, Master Card, Discover or American Express are accepted. All information is handled through a confidential fax and blotted out before it is forwarded to the registrar. Email confirmations will be sent to all registrants who list an accurate email address.

### CANCELLATION POLICY:

Cancellations received in writing up to one week prior to a scheduled event will be charged a cancellation fee of \$40 (per person, per event). Cancellations received less than one week prior to the scheduled event, or individuals who fail to attend, are non-refundable. Registrants who are unable to attend an LHA educational event are permitted to, and encouraged to send a substitute without incurring a cancellation fee. Please send written notice of any substitutions prior to the scheduled event.

### TRANSFER POLICY:

If you are unable to attend the program for which you have registered and choose not to send a substitute, you may transfer your registration to another program. The LHA will hold your credit for a period of one year following the start date of the program for which you were originally registered. Transfers must be made in writing prior to the scheduled event, and a \$40 transfer fee will be charged.

### AMERICANS WITH DISABILITIES ACT:

The LHA will make every effort to provide reasonable accommodations for physically-challenged attendees who require special services. When registering, please attach a written description of needs to the application.

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**Register Online:** <https://www.lhaonline.org/event/ACOs>

### PRICE:

- Member Hospital or Associate Member: \$200 (Includes one phone line per site)
- Corporate Member: \$225 (Includes one phone line per site)
- Non-Member Hospital: \$250 (Includes one phone line per site)

**Each additional phone line will be billed at the LHA Member/Non-Member rate. Advance registration and payment is REQUIRED to ensure delivery of instructional materials.**

### MAKE CHECK PAYABLE AND MAIL TO:

Louisiana Hospital Association – Management Corporation  
9521 Brookline Avenue, Baton Rouge, Louisiana 70809-1431  
Phone: (225) 928-0026

**Fax registration to: (225) 923-1004**

**Name:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Organization:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**City / State / Zip:** \_\_\_\_\_

**Telephone #:** \_\_\_\_\_

**FAX #:** \_\_\_\_\_

**Credit Card #:** \_\_\_\_\_

**Billing Zip Code:** \_\_\_\_\_ **Exp. Date:** \_\_\_\_\_ **CVV (3 or 4 Digit Code):** \_\_\_\_\_

**Name on Card (Please Print):** \_\_\_\_\_

**Signature:** \_\_\_\_\_

**Email for Credit Card Receipt:** \_\_\_\_\_