

# HEALTH CARE RISK CHALLENGE

#### **THE TREND**

### ONE-THIRD OF AMERICANS WILL HAVE A SHARED RISK PLAN BY 2020<sup>1</sup>

| 2014   | 2016   | 2018  | 2020   |
|--|--|---|--|
| 92%  | 90%  | <b>135m</b>   | <b>50m</b>   |
| <b>RISK SHIFTING:</b><br>92% of employers<br>expect to make<br>changes in health<br>plan provisions<br>in 2014. <sup>2</sup> | <b>REIMBURSEMENT:</b><br>90% of health plans<br>already include<br>some value-based<br>reimbursement in<br>their contracts. <sup>3</sup> | <b>COVERED LIVES:</b><br>Almost 135 million<br>health care consumers<br>will benefit from<br>accountable care<br>principles in the next | PLAN DISTRIBUTION:<br>Shifts from employer to<br>defined contribution plans<br>will put 50 million price-<br>and quality-conscious<br>consumers into the |

### **THE GOAL**

### THE MODIFIED TRIPLE AIM

The transitioning market has created the Triple Aim. Optum has modified it to ensure success.

#### **PATIENT SATISFACTION**

Consumers will expect satisfaction, not just on the care they receive, but on its cost and its responsiveness to their needs and access preferences.

#### **HEALTHY POPULATIONS**

To successfully manage risk, providers must have processes in place that drive toward predictable improvements in the health of their patient populations.

#### **PREFERRED NETWORKS**

Consumers (and payers) will make low-cost, high-quality networks their provider of choice. Delivering high-quality care will keep providers competitive, while keeping costs down will solidify their position as a preferred network.

Sustainability

To successfully take on risk, the new system must be able to absorb it while still driving profitability and growth.

THE SEQUENCE

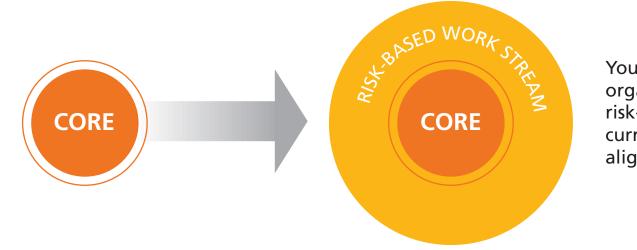
However, many organizations approach this shift from the wrong direction, starting with the final step.

Payer Strategy Network Strategy

Infrastructure Strategy

### THE NEW YOU

## CREATE PARALLELS WITH YOUR CURRENT ORGANIZATION



You are not creating a new organization. You are absorbing a new risk-based work stream into your current organization — and properly aligning for the transition.

THE ALIGNMENT

# ALIGN PEOPLE, PROCESSES AND TECHNOLOGIES



1. Fierce Health Payer, http://www.fiercehealthpayer.com/story/shared-risk-new-norm/2014-06-26

2. http://healthpopuli.com/2014/03/07/risk-shift-employers-continue-to-push-more-risk-to-employees-and-families-for-health-costs/

3. Fierce Health Payer, http://www.fiercehealthpayer.com/story/most-payers-providers-already-shifting-value-based-care/2014-06-12

4. Parks Associates Inaugural Connected Health Summit: Engaging Consumers focuses on consumer-centric health and wellness solution markets http://www.parksassociates.com/blog/article/chs-2014-pr1

5. Fierce Health Payer, http://www.fiercehealthpayer.com/story/new-reality-consumer-driven-healthcare/2014-02-05

