



Roji Health Intelligence® ACO Development Services Roji ACO+ Network: Select Specialists

Roji Health Intelligence® guides health care organizations and their providers on the path to Value-Based health Care. We help your ACO deliver on savings and operate safely under financial risk via tailored strategies, combined with technology and data, that set your ACO development on the right track.

No matter your ACO's development status, accepting downside financial risk will change your game plan. Reassessing your network participants is a key action item; knowing your partners and working with them toward successful risk management is crucial.

Due Diligence Is First Step to an A-Plus Network

A sensitive issue—but key to ACO costs—is determining which physicians should provide specialized medicine to your ACO patients. For Medicare ACO patients, specialists often provide more services to patients at a higher aggregate cost than primary care physicians. They also decide on hospital inpatient and outpatient admissions. You should be able to determine—in advance of specialty physician selections—which specialists will need additional support to participate in the ACO with downside risk.

Does your current selection process give you the answers to these key development questions?

- Do you have the right mix and number of specialists to effectively serve your patient population's medical needs—or are patients seeking services outside your network?
- Do your specialists have the tools and support to deliver quality care on budget that will help your ACO survive under risk-based contracts?
- Do your specialists effectively communicate with your primary team to coordinate care?
- Are your specialists providing expensive primary care to patients who have no medical home?
- Can you compare and select specialists based on cost and quality outcomes to build your best care team?

Roji ACO+ Network: Select Specialists gives you the process and data you need to ensure that your ACO is structured for success.

Roji ACO+ Network: Select Specialists Fosters Mutually Beneficial ACO-Specialty Relationships

Specialists need support to be part of an effective ACO team that shares risk. With Roji ACO+ Networks: Select Specialists, your organization can implement strategies for better patient care at lower cost, in a coordinated effort that benefits both your ACO and physicians.

Benefits for ACOs

- See data-driven comparisons of specialists' cost and quality performance by using Roji Health Intelligence ONC-Certified data aggregation and Clinical Data Registry (CDR) platform
- Ensure adequacy of your specialty services, especially for patients with high risk, with audits of specialists' data

- Make informed decisions about specialists based on historical cost comparisons of specialty practices with peers, using Medicare reports.
- Establish a method of cost comparison for all specialties by creating episodes of care by procedures and selected diagnoses, and adjusting them for risk..
- Confirm quality of care and outcomes by evaluating specialists' performance against core specialty measures.
- Safeguard your network from adding patients with no primary care connections by examining specialists' Medicare attribution of patients.
- Respond to increasing or decreasing costs per case over time for each specialty and physician, using longitudinal views in the CDR.
- Predict coordination of care performance issues from the data to enable advance preparation of education and communication with specialists.

Benefits for Specialists:

- Ensure continuing referral of patients to the practice.
- Enable collaborative, positive relationship with ACO and its physicians.
- Ready the specialty practice and physicians for financial risk arrangements with health plans.
- Generate pro-active process of creating episodes for cost tracking, before they become mandatory.
- Facilitate specialist involvement in review of comparative data on costs and quality.
- Prepare practice for other risk-based referral arrangements.
- Ensure input of the specialists in cost validation and targeted costs.
- Facilitate connection with primary care for improving the practice's attributed patient costs under Medicare and health plans.

Roji Health Intelligence provides a seamless, user-friendly process for both the ACO and specialty practice through a common infrastructure, the Roji Health Intelligence Clinical Data Registry. The Registry provides analytics to each organization, along with functionality to participate in initiatives, in concert or separately. Both the ACO and each specialty practice can access viewable data determined by shared agreements.

Creating an ACO network based on historical referrals may seem collegial, but not when costs spiral. Use Roji Health Intelligence, a well-respected clinical data registry with a strong history of work with specialty practices, as the intermediary for data and cost collaboration.

Forge your path to a mutually beneficial, long-term relationship among your ACO and specialty practices with Roji ACO+ Network: Select Specialists. Contact Roji Health Intelligence at partnering@rojihealthintel.com.