

# Value Partnership Evaluation Tool

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March 14th, 2019



# Agenda

- Welcome and speaker introductions
- Background on Partnership Evaluation Tool
- Video tutorial on how to use the Tool
- Task Force member perspectives on partnership evaluation strategies
- Q&A session



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# Speakers



**Jeff Micklos**  
Executive Director



**Joshua Traylor**  
Director



# Speakers



**Brigitte Nettesheim**  
President of Joint Venture  
Market Operations



**Travis Broome**  
Vice President for Health Care  
Policy



**Jordan Hall**  
Executive Vice President of  
Accountable Care Operations



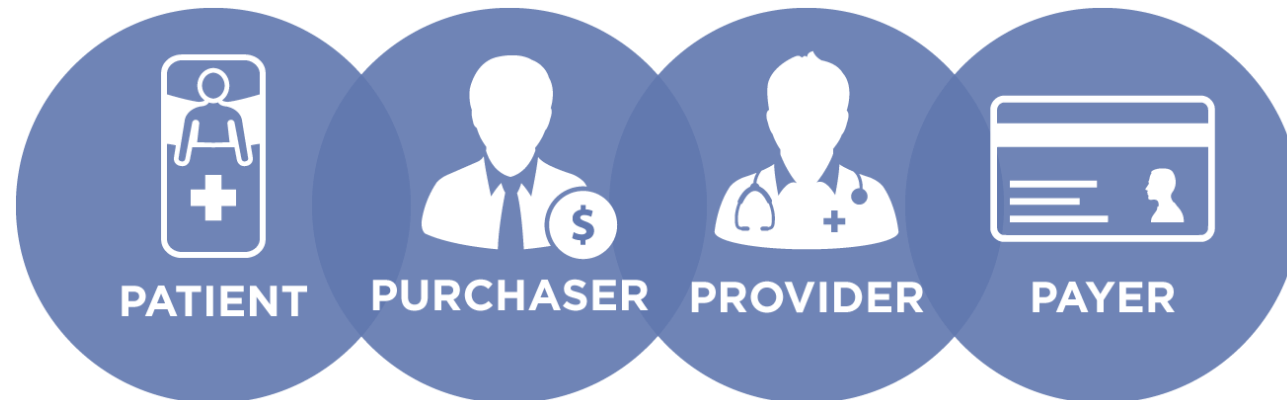
# Who we are: Our mission to achieve results in value-based care



**The Health Care Transformation Task Force** is an industry consortium that brings together patients, payers, providers, and purchasers to align private and public sector efforts to clear the way for a sweeping transformation of the U.S. health care system. We are committed to rapid, measurable change, both for ourselves and our country.

**We aspire to have 75% of our respective businesses operating under value-based payment arrangements by 2020.**

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# Our Members: Patients, Payers, Providers and Purchasers Committed to Value



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# Partnership Evaluation Tool

*This interactive tool is designed around a set of core competencies determined to be necessary for successful partnerships; it can also double as a self-assessment tool for organizations to benchmark their own readiness to enter into risk arrangements and track areas for improvement.*

<b>Scoring:</b> The composite score will automatically populate once the evaluation is completed. Total scores above the acceptable score will turn green while scores that fall short will turn red.		<b>Acceptable Score:</b>	
		<b>Composite Score:</b>	0.0%
Competencies and Evaluation Criteria		Score (1-5)	Priority Level (0%-100%)
General Competencies			
An ideal partner should be transparent, have a robust governance structure and organizational culture, be willing to partner and invest across key areas, and perhaps most importantly, demonstrate trustworthiness and commitment to the goals of consumer-centered, value-based care.			
1	The potential partner demonstrates the characteristics of a trustworthy partner.	0%	100%
	a. The organization demonstrates cross-functional collaboration and understanding.		100%
	b. The organization's brand and leadership elicit broad respect across the market.		100%
	c. Key stakeholders are willing to engage in honest, constant communication with potential partners.		100%
	d. Leadership demonstrates a willingness to compromise to build trust.		100%
	e. The organization holds a clear, long-term commitment to two-sided collaboration and partnership.		100%
	f. There is a shared commitment to engaging in open and challenging conversations.		100%
	g. Leaders hold a holistic, shared vision for changing their business models, beyond just the financial returns.		100%
	h. The organization demonstrates a strong commitment to the community and putting consumers/patients first.		100%
	i. There is a shared commitment to finding a common definition and measures of "quality."		100%
2	The potential partner prioritizes transparency in collaboration.	0%	100%
	a. The potential partner values openness, honesty, and transparency in all interactions.		100%

## Tool Kit Resources:

- Partnership Evaluation Tool
- User guide to help navigate
- Partnership evaluation slide to help present key findings to senior leadership
- Examples on how to use the evaluation tool and how to present the findings

Over 200 Tool Kit Downloads  
as of March 4<sup>th</sup>, 2019



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# Value Partnership Tool Video Tutorial



# Partnership Evaluation Tool

## *Ongoing Updates to the Tool and Resources*

- The Task Force will regularly update a list of answers to FAQs we receive about the Tool and posting that document to the website.
- Version 2 of the tool includes updates that address a potential issue with the stability of formulas in cases where users choose to customize the Tool by deleting the default evaluation criteria.



# Questions on the Evaluation Tool?

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[info@hcttf.org](mailto:info@hcttf.org)



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PROVIDER



PAYER



PURCHASER

# Task Force Member Perspectives

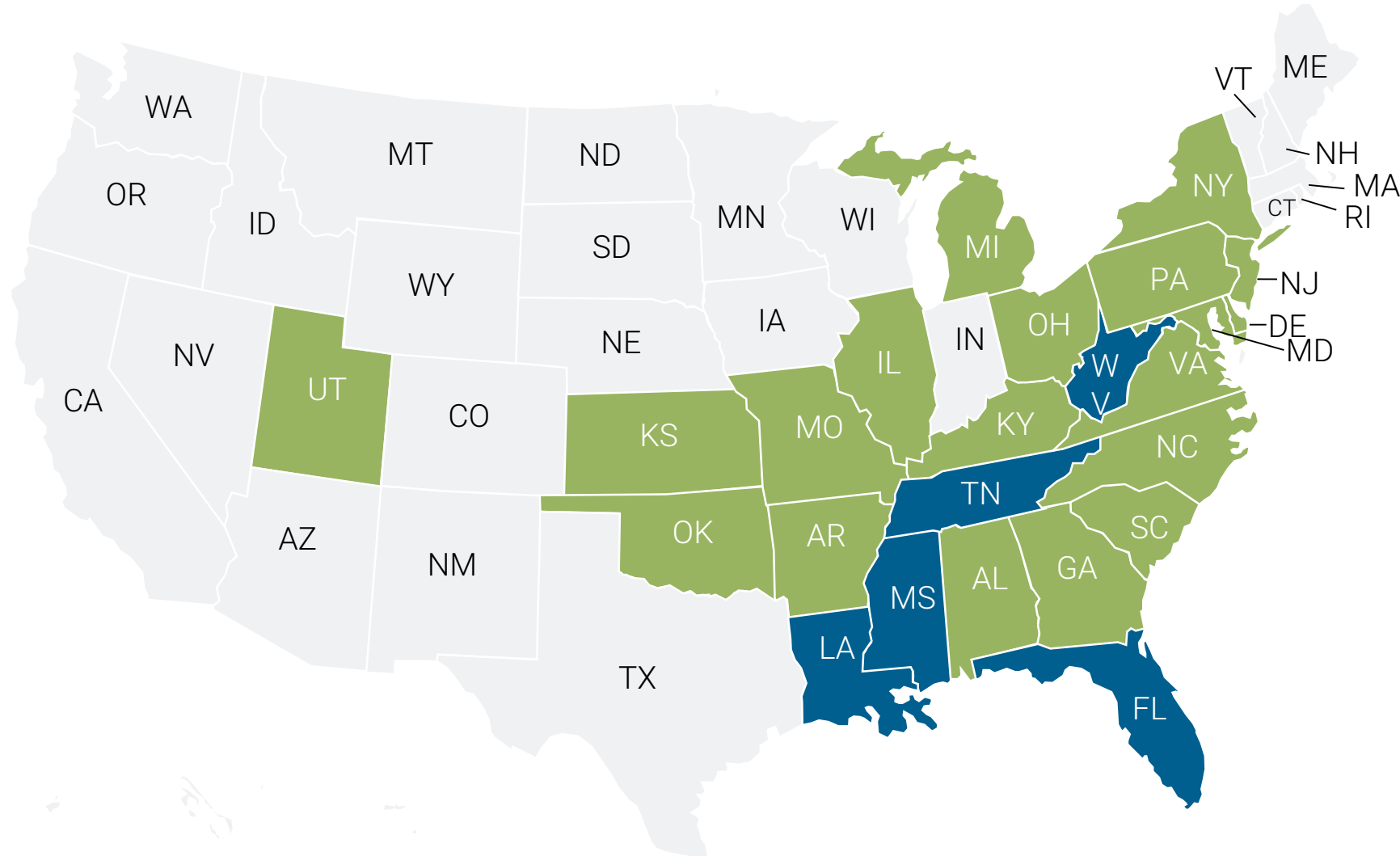
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# Aledade in 2019



24 States

32 MSSP Contracts\*

12 Other Value-Based Contracts

Including Commercial (2), Medicare Advantage (2), Large Employer (2), and Medicaid (2)

370+ Independent Practices

2000+ Providers

2.6 Million Total Patients

450,000 Attributed Patients

330,000 Medicare  
120,000 Commercial

70+ Electronic Health Records &  
Practice Management Systems

\$3.6+ Billion Under Management

\*Due to changes in the MSSP application process, some of the MSSP contracts will be phased in during 2019, and launched independently in 2020.



## **ApolloMed Overview**

## Overview

- A **physician-driven, integrated population health management** company at the forefront of the U.S. movement towards ***Value-Based Care***
- **Significant growth**, with **profitable operations** and strong financial profile
- Proven ability to **assume financial risk**
- **Coordinated services** improve patient **quality of life** and **enhance satisfaction**, and reduce **healthcare system utilization** and **costs**
- Unique capabilities for care management and coordination, particularly for **chronically ill** and **seniors**
- **Clinically-strong** management team

Headquarters	Glendale and Alhambra, CA
Exchange: Ticker	NASDAQ: AMEH
Contracted Physicians	5,000
Employees	500
Payors	50+



Apollo Medical's integrated platform has  
**1,000,000+**  
patients who are under  
value-based capitation  
arrangements with multiple  
health plans

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