



Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance

Travis Ansel, Julie Hobson, Greg Mertz, Jay Sultan

[Download now](#)

[Click here](#) if your download doesn't start automatically

Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance

Travis Ansel, Julie Hobson, Greg Mertz, Jay Sultan

Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance Travis Ansel, Julie Hobson, Greg Mertz, Jay Sultan

In healthcare's post-reform volume-to-value world, payor reimbursement strategies are tipping in favor of providers who can deliver the clinical and financial goods. In the mix are bundled payments, shared savings, pay for performance and bonuses — with some going so far as to restructure organizations for maximum gain.

The Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance explores emerging models of episode-based payments, physician-hospital organizations and physician bonus structures.

Highlights from the 80-page guide include the following:

-Jay Sultan, associate vice president and chief product portfolio architect for TriZetto®, provides perspectives on payment bundling, including definitions of key elements, advice for payors and providers, what's ahead in bundled payments for primary care, and examples of the payment model at work in one organization.

An advisor to participants in CMS's Acute Care Episode (ACE) demonstration, an earlier test of episodic payments, Sultan also describes a bundled payment collaboration between two surgical groups that has not only reengineered every aspect of care but also generated significant savings for the groups.

- Next, deconstructing the physician-hospital organization (PHO) model are:

Healthcare Strategy Group thought leaders Travis Ansel, MBA, manager of strategic services, and Greg Mertz, MBA, FACMPE, director of consulting operations, Healthcare Strategy Group. The two guide healthcare executives through the seven critical areas of PHO development, from defining the PHO mission to creating a data environment conducive to registry use, analytics and active patient management.

Also described are the changing payor environment and incentives available to providers, offering practical considerations for creating a culture of collaboration with the PHO and engaging both providers and employers in this emerging model.

-And on the subject of physician pay-for-performance and realistic bonus structures, Julie Hobson, RN, BSN, manager of provider engagement, performance and partnership at Highmark Inc., describes the evolution of Highmark's program to meet today's healthcare market realities.

Highmark's 6,300 enrolled primary care physicians can earn bonus payments across six measure sets — a broad spectrum of measures from clinical and quality measures to prescribing habits, access to care and level of technology use.

In addition, practices can also qualify for a bonus payment based on development or improvement of a Best

Practice evidence-based quality improvement project.

Q&A section answers 35 queries on the reimbursement strategies presented in this resource.

 [Download Guide to Value-Based Reimbursement: Profiting from ...pdf](#)

 [Read Online Guide to Value-Based Reimbursement: Profiting fr ...pdf](#)

Download and Read Free Online Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance Travis Ansel, Julie Hobson, Greg Mertz, Jay Sultan

From reader reviews:

Roger Dupre:

This Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance book is simply not ordinary book, you have after that it the world is in your hands. The benefit you obtain by reading this book is information inside this publication incredible fresh, you will get information which is getting deeper a person read a lot of information you will get. This Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance without we know teach the one who studying it become critical in thinking and analyzing. Don't be worry Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance can bring whenever you are and not make your tote space or bookshelves' come to be full because you can have it inside your lovely laptop even cellphone. This Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance having excellent arrangement in word along with layout, so you will not truly feel uninterested in reading.

Rosalie Lloyd:

This Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance tend to be reliable for you who want to be considered a successful person, why. The reason of this Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance can be on the list of great books you must have is usually giving you more than just simple examining food but feed you with information that possibly will shock your previous knowledge. This book is handy, you can bring it all over the place and whenever your conditions at e-book and printed ones. Beside that this Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance forcing you to have an enormous of experience including rich vocabulary, giving you trial of critical thinking that could it useful in your day exercise. So , let's have it and revel in reading.

Laura Burke:

Don't be worry if you are afraid that this book will certainly filled the space in your house, you will get it in e-book method, more simple and reachable. This kind of Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance can give you a lot of close friends because by you investigating this one book you have issue that they don't and make you actually more like an interesting person. This book can be one of one step for you to get success. This book offer you information that probably your friend doesn't learn, by knowing more than some other make you to be great folks. So , why hesitate? We should have Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance.

Harold Esparza:

That e-book can make you to feel relax. That book Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance was colorful and of course has pictures on the website. As we know that book Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance has many kinds or category. Start from kids until young adults. For example Naruto or Investigator Conan you can read and believe that you are the character on there. Therefore , not at all of book are generally make you bored, any it can make you feel happy, fun and relax. Try to choose the best book for you and try to like reading which.

Download and Read Online Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance Travis Ansel, Julie Hobson, Greg Mertz, Jay Sultan #920IG4EZLVR

Read Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance by Travis Ansel, Julie Hobson, Greg Mertz, Jay Sultan for online ebook

Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance by Travis Ansel, Julie Hobson, Greg Mertz, Jay Sultan Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance by Travis Ansel, Julie Hobson, Greg Mertz, Jay Sultan books to read online.

Online Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance by Travis Ansel, Julie Hobson, Greg Mertz, Jay Sultan ebook PDF download

Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance by Travis Ansel, Julie Hobson, Greg Mertz, Jay Sultan Doc

Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance by Travis Ansel, Julie Hobson, Greg Mertz, Jay Sultan Mobipocket

Guide to Value-Based Reimbursement: Profiting from Payment Bundling, PHO Shared Savings, and Pay for Performance by Travis Ansel, Julie Hobson, Greg Mertz, Jay Sultan EPub