



PIONEERING A NEW AGE IN HEALTH CARE

VALUE-BASED CARE

Excellus  
LIVE FEARLESS  

REWARDING QUALITY OVER QUANTITY ACROSS THE COUNTRY

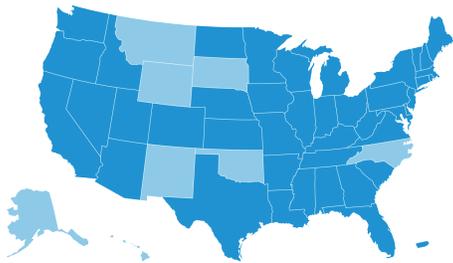
Blue Distinction® TOTAL CARE

Our national, value-based network prioritizes member health, emphasizes efficiency, and lowers costs for everyone. These providers work as one, coordinating care and focusing on prevention and wellness to head off health issues before they arise.

61 MILLION BCBS MEMBERS HAVE ACCESS
TO VALUE-BASED CARE

342,000+
PARTICIPATING PROVIDERS

AVAILABLE IN 42 STATES



**AND 95 OF THE
TOP 100 MSAs**

(Metropolitan Statistical Areas)

3X MORE

VALUE-BASED CARE COVERAGE
THAN OUR CLOSEST COMPETITORS

Blue Distinction® TOTAL CARE+

Representing the best of the TOTAL CARE network, these providers have met our rigorous standards around quality and deliver savings of at least 5–10%.

Blue Distinction® Specialty Care

Cleveland Clinic, Johns Hopkins, Mayo Clinic — just three of the hundreds of hospitals on our “short list” of top health care facilities known for delivering safe, effective treatment for specialty procedures, including cardiac care, cancer care, and spine surgery.



80%
OF TOTAL CARE+
PROVIDERS
DELIVER A
SAVINGS OF
10% OR MORE

**DELIVERING
MORE VALUE
THROUGH:**

LOWER UTILIZATION

**BETTER PREVENTION
AND CONTROL OF
CHRONIC CONDITIONS**

**INCREASED SAVINGS
OF \$6.71 (PaMPM)****

** Per Attributed member Per Month. Year-over-year national aggregate, compared to non-TOTAL CARE

HEALTH CARE IS AT A CROSSROADS

Health care has traditionally been a fee-for-service business. The more services a provider performs, the more money the insurer pays them. But while costs continue to rise, people aren't getting healthier as a result. Something needs to change.

Introducing Value-Based Care

Value-based care compensates providers based on the quality of care delivered versus the quantity of services performed. Hospitals and doctors are rewarded for meeting outcome and financial targets, which puts the focus squarely on results and efficiency.

It's about collaboration and getting everyone on the same page with more coordinated care, accurate identification of high-risk patients, and targeted interventions. Eliminating administrative waste and inefficiencies. And finding the best, most effective ways to care for members while being more responsible stewards of everyone's health care dollars.

Leveraging Network Strength to Spearhead a National Movement

The Blue Cross Blue Shield network represents the largest health care data source in the country, which we use to continuously improve care and the way it's delivered. Our reach and influence within the industry puts us in a unique position to drive real change.

> **107**
MILLION
MEMBERS IN
50 STATES

1 IN 3
AMERICANS
CARRIES THE
BLUE CROSS BLUE
SHIELD CARD

OUR MEMBERS GENERATE
165
MILLION
PATIENT
INTERACTIONS
ANNUALLY

REWARDING QUALITY OVER QUANTITY RIGHT HERE AT HOME

We're improving the way health care is delivered in our community, too. With Accountable Cost and Quality Agreements (ACQAs), which are essentially our local approach to value-based care. An ACQA contract is a collaboration between Excellus BCBS and systems of hospitals and doctors that pays providers for meeting quality and financial targets.

\$10 M

PRESCRIPTION DRUG
SAVINGS OVER TWO YEARS

19% MORE

DIABETIC EYE EXAMS RECEIVED
BY MEMBERS

90% +

SUCCESS AGAINST QUALITY
TARGETS ACHIEVED BY THE
MAJORITY OF ACQA GROUPS

10% MORE

WELL CARE VISITS
FOR ADOLESCENTS

\$3.1 M

AMOUNT SAVED THROUGH JUST
ONE LOWER-COST, EQUALLY
EFFECTIVE DRUG ALTERNATIVE

100%

ACQA PROVIDERS OUTPERFORMED
NON-ACQA PROVIDERS IN EVERY CORE
CLINICAL MEASURE THAT WAS PART OF
THE ARRANGEMENTS

On the Path to ACQA Success



2010

- Affordable Care Act is signed into law
- With strong provider relationships and a large member base, we see an opportunity to change health care for the better and slow rising costs



2013

- The first ACQA is signed



2014

- Four new ACQAs are signed
- ACQA providers and those in similar agreements improved quality goals by 20%
- We begin exchanging data with ACQA providers to allow for more coordinated care and targeted analytics



2015

- ACQA providers focusing on specific tests and screenings achieve 15% better clinical outcomes than non-ACQA providers

How an ACQA Works

- 1 We use claims and health data to identify trends and opportunities and tailor a contract to each provider.
- 2 Providers work toward quality improvement targets throughout the year.
- 3 Doctors are empowered to deliver higher-quality, patient-centric care.
- 4 Members are healthier, more satisfied with care, and spend less out-of-pocket.
- 5 Providers are paid for meeting targets and staying within budget.

70%+ of our members are projected to be in an ACQA or similar agreement

2020



2016

- Roughly half our members' care is now being managed by a provider in an ACQA or similar agreement
- \$5.4M saved by driving prescriptions to lower-cost alternatives
- ACQA doctors improved performance across 76% of quality targets



2017

- Six out of 10 members now see providers in an ACQA or similar agreement
- Outreach to patients and pop-up reminders in prescription systems led to \$9.3M in savings within two years
- Members who see an ACQA PCP are experiencing a slower growth in medical costs than members who don't



2018

- Several ACQAs now exist, with 1,700 providers serving hundreds of thousands of members
- 71% of commercial members now see ACQA providers or a doctor in similar arrangements
- Joint efforts to improve the health of our community are expanded
- New analytic tools are implemented to drive additional savings

EVERYONE WINS WITH VALUE-BASED CARE

Insurers and providers want the same thing: healthier members and patients. A value-based approach to care allows us to better work together toward a stronger, healthier community.

1

Our Members

With an increased focus on wellness, prevention, and coordination among providers, members are able to better manage their health while ultimately paying less out of pocket.

2

Our Providers

Without the financial pressure to pack their daily schedules, doctors are able to spend additional quality time with their patients and deliver more personal, higher-quality care.

3

Our Community

The community is healthier and stronger overall — not just in terms of medical health, but financially as well.

To learn more about our approach to value-based care and how it can benefit you, your team, and your business, contact your Account Manager today.

ExcellusforBusiness.com

