

# PAYMENT REFORM SOLUTIONS

## Strategic Services Offering

As the payment landscape in healthcare changes, is your organization prepared for the new risks and opportunities to work with payers? Whether you are on the path to becoming an Accountable Care Organization, exploring your options, or starting with the essentials for the short-term, the strategic services team at Thomson Reuters offers solutions that can help. We provide you with data-driven insights to help you understand your market and how it's changing, how new payment models will affect your organization, how to maximize reimbursements, and how to measure quality and costs.



### THE THOMSON REUTERS STRATEGIC SERVICES TEAM WILL HELP YOU:

- Evaluate healthcare payments under different business models and scenarios
- Understand the population health drivers in your local market to identify potential partnering strategies across the care continuum
- Quantify financial risks and prioritize improvement efforts to maximize payment in the new value-based purchasing environment
- Understand what to measure, track, and manage to ensure patient care quality and lower cost



*As your organization explores the impact of payment reform, turn to Thomson Reuters experts for industry-leading data, analytics, advisory services, and planning tools.*

### EXPLORE THE IMPACT OF CHANGES TO PAYMENT MODELS

Our **Reimbursement Risk Baseline** can help you assess the financial impact of upcoming payment reform penalties for unnecessary readmissions and hospital-acquired conditions, as well as value-based purchasing programs tied to lower than expected quality and patient safety performance. Our experts work with you to determine the metrics you should track to monitor performance and evaluate how your organization will perform under value-based purchasing, including calculating potential incentives. This package of advisory services and information will help you quantify and assess your potential exposure and risk related to these new reimbursement initiatives.

### ESTABLISH YOUR MARKET'S HEALTHCARE UTILIZATION BASELINE

Is your organization beginning to clinically integrate in preparation to assume greater financial responsibility for the population you serve? With the **Market Snapshot** service, we can work with you to establish your market's healthcare utilization baseline and understand what drives overall utilization and payments across the continuum of care. We will help you develop a strategy to anticipate and serve the health needs of your target populations, including understanding and managing revenue streams under new payment models. We will analyze your market needs for healthcare delivery across all sites of care, profiling the services and payments provided for patients with high-prevalence chronic and acute episode across the continuum.



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## ASSESS YOUR RISKS AND OPPORTUNITIES AROUND BUNDLED PAYMENTS

Prepare for the shift from pay for volume to pay for value with a **Bundled Payment Design** engagement. We can help you understand the cost and variation drivers in your highest value procedures. For your top procedures, our analysis will identify the component services that are currently provided pre- and post-procedure, and what patient characteristics drive cost and outcome differences. Leveraging the rich, multipayer data in the *Thomson Reuters MarketScan*® database, we can help you understand the current market pricing of the components, and assess your financial risk under a bundled payment pricing model. We will also help you facilitate clinician engagement to optimize a bundle design that leverages your organization's strengths. Our analysis will provide an objective, quantitative view that can help your organization better differentiate its services, grow targeted market share, and prepare for the risk associated with changing reimbursement.

## PREPARE TO ASSUME GREATER PAYMENT RISK

**Risk-Based Analytics** from Thomson Reuters can help you manage your clinically-integrated organization by leveraging real-time clinical information across all care settings to coordinate care and manage costs. Our analytics capabilities are designed to identify patterns of care to find opportunities for improvements, support provider profiling, and improve care management. We will help you develop a plan to lower total costs while maintaining quality and provide you with a set of decision support tools for ongoing improvements.

### RISK-BASED ANALYTICS

We use our extensive data resources that leverage both provider and payer data to power our analyses, allowing you to better understand your population's health profile across the care continuum. The *Thomson Reuters MarketScan* database is a commercial claims database that provides much of the data behind our complex analyses. The database includes:

- Payer data across all sites of care
- Data from multiple payers
- Information about the enrollees and their healthcare benefit plans
- 73 million unique patients that allows for tracking over time

## TURN TO THE EXPERTS IN HEALTHCARE ANALYTICS

Thomson Reuters has an extensive history of helping both payers and providers, using proven methodology developed and tested for more than 15 years. We have the largest repository of all-payer healthcare data with which to model disease condition utilization and payments. And because we have a deep knowledge of provider and payer data sources, uses, and analytics, organizations like Centers for Medicare and Medicaid Services (CMS) count on us for help with important healthcare analysis.



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