

2011 Benchmarks in Accountable Care Organizations:

ACO Metrics from Early Adopters



Note: This is an authorized excerpt from *2011 Benchmarks in Accountable Care Organizations: Metrics from Early ACO Adopters*. To download the entire report, go to <http://store.hin.com/product.asp?itemid=4151> or call 888-446-3530.

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2011 Benchmarks in Accountable Care Organizations: Metrics from Early ACO Adopters

This special report is based on results from the 2011 Healthcare Intelligence Network Benchmark Survey on Accountable Care Organizations conducted in February 2011 as well as excerpts from recent webinars on accountable care organizations.

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Table of Contents

About the Healthcare Intelligence Network	7
Executive Summary	7
Survey Highlights	7
Key Findings	8
Methodology	9
Respondent Demographics	9
Analysis of Responses	10
Comparing Responses from Top Three Sectors.....	14
Perspectives from ‘Other’ Organizations.....	14
The Hospital Perspective	15
The Health Plan Perspective.....	16
Future Programs.....	18
Respondents in Their Own Words	19
Conclusion	21
Responses to Questions	23
Part I: Overall Survey Responses.....	26
Figure 1: Familiarity with Accountable Care Organizations	22
Figure 2: Participating in an ACO.....	23
Figure 3: Current ACOs - ACO Administrator.....	23
Figure 4: Current ACOs - Number of Physicians in ACO.....	24
Figure 5: Current ACOs - Types of Providers in ACO	24
Figure 6: Current ACOs - Will Participate in CMS Shared Savings.....	25
Figure 7: Current ACOs - Participating Populations	25
Figure 8: Current ACOs - Number of Lives in ACO	26
Figure 9: Current ACOs - Time Required to Create ACO	26
Figure 10: Current ACOs - Using Electronic Health Records	27
Figure 11: Current ACOs - Reimbursement Models.....	27
Figure 12: Current ACOs - Program Success Metrics	28
Figure 13: Current ACOs - Quality, Efficiency & Satisfaction Measures	28
Figure 14: Future ACOs - Launching ACO in Coming Year	29
Figure 15: Future ACOs - ACO Administrator	30
Figure 16: Future ACOs - Number of Physicians in ACO	30
Figure 17: Future ACOs - Types of Providers in ACO	31
Figure 18: Future ACOs - Will Participate in CMS Shared Savings.....	31
Figure 19: Future ACOs - Biggest Challenge of ACO Creation	32
Figure 20: No Plans for ACO - Biggest Program Barrier	32
Figure 21: Respondent Demographics	33
Figure 22: Respondents’ Geographical Location.....	33

Part II: Responses from ‘Other’ Organizations.....	34
Figure 23: Other - Familiar with ACOs.....	34
Figure 24: Other - Participating in an ACO	34
Figure 25: Other - Launching ACO in Coming Year	35
Figure 26: Other - Future ACO Administrator	35
Figure 27: Other - Number of Physicians in Future ACO.....	36
Figure 28: Other - Types of Providers in Future ACO	36
Figure 29: Other - Will Participate in CMS Shared Savings	37
Figure 30: Other - Biggest Challenge of ACO Creation	37
Figure 31: Other - No Plans for ACO - Biggest Program Barrier.....	38
Figure 32: Other - Geographical Location	38
Part III: Responses from Hospitals.....	42
Figure 33: Hospitals - Familiar with ACOs	39
Figure 34: Hospitals - Participating in an ACO	39
Figure 35: Hospitals - Launching ACO in Coming Year	40
Figure 36: Hospitals - Future ACO Administrator	40
Figure 37: Hospitals - Number of Physicians in Future ACO	41
Figure 38: Hospitals - Types of Providers in Future ACO	41
Figure 39: Hospitals - Will Participate in CMS Shared Savings.....	42
Figure 40: Hospitals - Biggest Challenge of ACO Creation	42
Figure 41: Hospitals - No Plans for ACO - Biggest Program Barrier.....	43
Figure 42: Hospitals - Geographical Location	43
Part IV: Responses from Health Plans	50
Figure 43: Health Plans - Familiar with ACOs.....	44
Figure 44: Health Plans - Participating in an ACO	44
Figure 45: Health Plans - ACO Administrator	45
Figure 46: Health Plans - Number of Physicians in ACO	45
Figure 47: Health Plans - Types of Providers in ACO.....	46
Figure 48: Health Plans - Will Participate in CMS Shared Savings	46
Figure 49: Health Plans - Participating Populations	47
Figure 50: Health Plans - Number of Lives in ACO	47
Figure 51: Health Plans - Time Required to Create ACO	48
Figure 52: Health Plans - Using Electronic Health Records	48
Figure 53: Health Plans - Reimbursement Models.....	49
Figure 54: Health Plans - Program Success Metrics	49
Figure 55: Health Plans - Quality, Efficiency & Satisfaction Measures.....	50
Figure 56: Health Plans - Launching ACO in Coming Year	50
Figure 57: Health Plans - Future ACO Administrator.....	51
Figure 58: Health Plans - Number of Physicians in Future ACO	51
Figure 59: Health Plans - Types of Providers in Future ACO	52
Figure 60: Health Plans - Will Participate in CMS Shared Savings	52

Figure 61: Health Plans - Biggest Challenge of ACO Creation	53
Figure 62: Health Plans - No Plans for ACO - Biggest Program Barrier	53
Figure 63: Health Plans - Geographical Location	54
Glossary	56
Appendix A: Accountable Care Organizations Benchmark Survey Tool.....	57
About the Authors.....	62

About the Healthcare Intelligence Network

The Healthcare Intelligence Network (HIN) is an electronic publishing company providing high-quality information on the business of healthcare. In one place, healthcare executives can receive exclusive, customized up-to-the-minute information in five key areas: the healthcare and managed care industry, hospital and health system management, health law and regulation, behavioral healthcare and long-term care.

Executive Summary

***Almost half
of current
ACOs — 46
percent
— expect
100 to 500
physicians to
participate.***

The 2010 Patient Protection and Affordable Care Act (PPACA) requires the U.S. Secretary of Health and Human Services to establish a Shared Savings Program — an ACO that will be accountable for the quality, cost and overall care of assigned Medicare beneficiaries enrolled in the traditional fee for service program. Its expected launch date is January 2012.

To assess the industry's awareness of and readiness for ACOs, the Healthcare Intelligence Network conducted a e-survey on Accountable Care Organizations in February 2011. Responses from 228 healthcare organizations, which were analyzed before CMS released its proposed rule governing ACOs, indicated that a significant segment of the industry is reframing its care delivery structure as an ACO or will do so in the near future.

The survey results indicate that while hospitals are at the helm of ACOs in operation today, the future of ACO management will be in the hands of physicians.

A lack of awareness about the accountable care organization model is the greatest barrier to ACO engagement, according to 18 percent of respondents with no plans to join or launch an ACO, followed by cost restrictions (13 percent) and reimbursement hurdles (11 percent). The lack of federal standards for ACOs was also a deterrent for several respondents. Most respondents said it was too early to report on impact and ROI from ACO implementation.

Survey Highlights

- ▶ About 88 percent of respondents are familiar with the term “accountable care organization.”
- ▶ 14 percent of respondents currently participate in an ACO.
- ▶ 65 percent of current and planned ACOs plan to participate in CMS's Shared Savings Program, an ACO for Medicare beneficiaries.
- ▶ One-third of current ACOs are administered by a hospital.

Responses to Questions

The 2011 Accountable Care Organization survey results are divided into three parts. Part One summarizes data from all survey respondents. Part Two looks at responses to key questions from hospitals. Part Three presents health plans' responses to key survey questions.

Part I: Overall Survey Responses

Is your organization familiar with the term “accountable care organization”?

