Next Generation ACO Model

Open Door Forum:
Next Generation ACO Application Overview

March 29, 2016
Agenda

• Model Overview
• Application and Selection Timeline
• Letter of Intent
• Application Overview
The Next Generation ACO Model is an initiative for ACOs that are experienced in coordinating care for populations of patients.

It is a new opportunity in accountable care, differentiated from other models by:

- More predictable financial targets;
- Greater opportunities to coordinate care; and
- High quality standards consistent with other Medicare programs and models.

It seeks to test whether strong financial incentives for ACOs can improve health outcomes and reduce expenditures for original Medicare beneficiaries.
There are six basic principles of the Next Generation ACO Model:

• Protect Medicare Fee-for-Service (FFS) beneficiaries’ freedom of choice;
• Allow beneficiaries a choice in their alignment with the ACO;
• Create a financial model with long-term sustainability;
• Use a prospectively-set benchmark;
• Offer benefit enhancements that directly improve the patient experience and support coordinated care; and
• Smooth ACO cash flow and improve investment capabilities through alternative payment mechanisms.
Additional information about Next Generation ACO Model can be found on the website: https://innovation.cms.gov/initiatives/Next-Generation-ACO-Model/

**General Model Information**
- Model Benchmark Methodology
- Model Factsheet
- Benefit Enhancement Information

**Application Resources**
- Request for Applications (RFA)
- Letter of Intent (LOI) & Checklist
- Open Door Forum Presentations
Contents

• Model Overview
• Application and Selection Timeline
• Letter of Intent
• Application Overview
## Preliminary Round Two Application and Selection Timeline

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<th>Milestone</th>
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<tr>
<td>Application Open</td>
<td>March 23, 2016</td>
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<tr>
<td>LOI Due Date</td>
<td>May 2, 2016</td>
</tr>
<tr>
<td>Application Due</td>
<td>May 25, 2016</td>
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<tr>
<td>Next Generation Participant List Due</td>
<td>June 3, 2016</td>
</tr>
<tr>
<td>Finalists Identified</td>
<td>August 2016</td>
</tr>
<tr>
<td>Agreements Signed</td>
<td>Fall 2016</td>
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<td>Start of Performance Year</td>
<td>January 1, 2017</td>
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In order to apply for the Next Generation ACO Model, interested organizations must first submit a Letter of Intent (LOI).

The LOI will take about 10-15 minutes to complete.

Contents of the LOI are not binding and will only be used for planning purposes.

All applicants, including those who completed the 2016 application process and deferred participation to 2017, must submit an LOI and application if they wish to apply to participate in the Next Generation ACO Model beginning in 2017.
The LOI cannot be saved while in progress—do not press the back button or navigate away from a page.

– Applicants should have all information and supporting documents ready before starting the LOI.
  – Download the [Signature Certification PDF](#) prior to beginning the LOI.

Once the LOI has been submitted, the primary contact will receive a confirmation e-mail with a unique LOI number.

The LOI number can be used to access the full application.
Sections of the LOI

• Section A. Organization and Contact Information
• Section B. Letter of Intent
• Section C. Supplemental Survey (Optional)
• Section D. Signature Certification and Submission
Contents

- Model Overview
- Application and Selection Timeline
- Letter of Intent Overview
- Application Overview
Overall Application Process

Next Generation ACO Application Process

1. **Prepare to apply**
   - Attend open door forums on model components.
   - Review RFA and Benchmark Methodology paper.
   - Submit any questions to NextGenerationACO Model@cms.hhs.gov.

2. **Complete LOI and obtain application access code**
   - Review checklist and gather documentation.
   - Complete the LOI and obtain application code.

3. **Log-in to portal and complete application**
   - Review Appendix G of the RFA for detailed list of application content.
   - Log-in to the application portal.
   - Complete the application.

4. **Submit Next Generation Participant List**
   - Upload participant lists to the Next Generation ACO application portal.

Applicants who completed the 2016 application process and deferred participation to 2017 will complete an abbreviated version of the application. More information can be found in Appendix G of the RFA.
Accessing the Application

- Access the application portal via Next Generation’s [website](#).
- Select ‘Request for Application Access’ if it’s the first time logging in.
- Enter the LOI confirmation number and the primary contact’s email address used to submit the LOI.
- The primary POC should have received a LOI submission confirmation email.
- Create a unique username and password.
• The home screen includes current application status and instructions.
• Applicants can enter and save responses, and return to complete the application at a later date.
• The application is not considered complete until it is submitted. Once submitted, applicants may not make additional changes to the application.
Navigating Through the Application

- Applicants can toggle between the seven application sections using the navigation banner at the top of the screen.

- At the end of each section, responses can be saved.
- These actions are available at the end of each section.
General Background Information

Provide the following information:

• Organization address and contact information.

• Type of ACO.

• Types of participating providers and facilities.
  – If not applicable, select “Other” and write “N/A” in the text box below.

• Participation in other CMS Medicare shared savings initiatives.

• Description of organizational composition.

• Certificate of incorporation.

• Service area information.

• Signed data request and attestation form.
Applicants should include information for three main points of contact:

- Primary/secondary POC
- ACO executive contact
- IT/ technical Contact

For each individual, please provide:

- Name and title
- Phone number
- Email
- Address

If any edits are necessary to the pre-populated fields, please email Technical Support: CMMIForceSupport@cms.hhs.gov
Leadership and Management

Leadership Team

Provide the following information:

- Organizational chart with legal structure and ACO composition.
- Sample contractual agreement for ACO participants and partners.
- Description of contractual and employment relationships with participants.
- Information about the number of physicians participating in the ACO.
- Description of ACO history and its major organizations (relationships and collaboration).
- Exclusivity of ACO leadership team.
Leadership and Management
Governing Body

Provide the following information:

- If the governing body is different from the MSSP or Pioneer governing body.
- Description of the responsibilities and accountability of the governing body and leadership team.
- Description of how beneficiary interests will be represented.
- Explanation of why the applicant wants to participate in the Next Generation ACO Model.
Financial and Risk Sharing Experience

Provide the following information:

• Distribution of clinical revenues across various services (Medicare FFS, MA, Medicaid, self-pay, etc.).

• Description of performance under performance based contracts.

• Percent of clinical revenues from outcomes based contracts, and methodology for calculating.

• Description of business model and process to transition from FFS to outcomes based contracts.

• Description of relationship to other health care entities in the same area.

• Description of history of collaboration among major stakeholders and communities being served.
Provide the following information:

- Attestation that the ACO has been licensed by the state in which it is located and a copy of the license if applicable.
- Description of how the applicant intends to fund ACO activity specifically how it will ensure payments to Medicare.
- Description of how the applicant plans to manage Part D utilization expenditures.
- Risk arrangement and payment mechanisms.
- Interest in all inclusive population based payments (AIPBP) – formerly capitation.
Provide the following information:

• Description of ability to accomplish goals and objectives related to beneficiary engagement as outlined in the RFA.

• Description of existing or planned beneficiary outreach approach.

• Description of existing or planned approach for evaluating beneficiary satisfaction.
Clinical Care Model

Provide the following information:

- Description of applicant’s ability to achieve better health, care, and lower cost through integrated and coordinated care interventions.
- Percent of eligible professionals that attest to EHR meaningful use.
- Whether the ACO is physician-based or hospital-based.
- Description of how participants will use EHR for better, more coordinated care.
- Description of experience establishing and reporting clinical and patient satisfaction quality measures.
- Description of experience designing, implementing, and assessing specific care improvement interventions.
Benefit Enhancements

Provide the following information:

- Interest in different benefit enhancements: 3-Day SNF Rule, Post-Discharge Home Visits, and Telehealth.

- Description of how coordinated care reward payments will help improve care integration, quality assurance, and patient safety while reducing total Medicare expenditures.

- Description of how the network of preferred providers using selected benefit enhancements will be identified.
Review and Submit

• At the bottom of the Benefit Enhancements Page there are three options:
  • Save, Submit Application, and Print PDF
  • CMS recommends you save, review, and print your application before submitting.
  • You must submit your application before 11:59 PM ET on May 25.
  • You will not be able to make any additional changes after the application is submitted. You will only be able to upload the Next Generation Participant Lists required in the ‘Background Information’ section, which is due June 3, 2016. Consider saving your login and password information.
  • After you submit your application, you will still able to print the final application.
Questions?

Future Open Door Forum Dates

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<th>Open Door Forum Topic</th>
<th>Date and Time</th>
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<tr>
<td>2017 Financial Methodology</td>
<td>April 5, 2016 4:00-5:30 PM ET</td>
</tr>
<tr>
<td>2017 Participant List</td>
<td>April 12, 2016 4:00-5:30 PM ET</td>
</tr>
<tr>
<td>2017 Benefit Enhancements</td>
<td>April 19, 2016 4:00-5:00 PM ET</td>
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E-mail: [NextGenerationACOModel@cms.hhs.gov](mailto:NextGenerationACOModel@cms.hhs.gov)
Technical Support: [CMMIForceSupport@cms.hhs.gov](mailto:CMMIForceSupport@cms.hhs.gov)