

Implementation of health care reform, and the shift away from paying for volume to paying for value is re-defining the plan/provider relationship. The backbone of any effort to achieve cost savings while improving quality is successful alignment. New payment models, quality improvement initiatives, cost containment and efficiency improvement initiatives simply MUST begin and end with a successful physician engagement strategy.

Attendees at **The World Congress Leadership Summit on Payer/Provider Alignment Strategies to Improve Quality, Cost and Care Coordination** will come away with actionable strategies to implement a 'new and improved' physician engagement strategy within their own organization.

By attending, you will be able to:

- Evaluate new payment methodologies to achieve successful financial alignment through gain sharing and risk sharing
- Understand payer support needed for patient centered medical home and ACO models
- Learn about the Alternative Quality Contract payment model and results to date
- Recognize the intersection of benefit design and network strategy – Strategic considerations to support physician engagement
- Gain insight on data sharing and data integration strategies that work
- Assess the role of technology and contract methodologies

AGENDA-AT-A-GLANCE

WEDNESDAY, SEPTEMBER 21, 2011

PRE-SUMMIT WORKSHOPS

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| 12:00 pm – 1:00 pm | <i>Pre-Summit Workshop Registration</i> |
| 1:00 pm – 4:00 pm | PRE-SUMMIT WORKSHOP |
| | ACOs 101 |
| | Understanding Key Components of the Regulation to Evaluate Pros and Cons of Developing an ACO |

THURSDAY, SEPTEMBER 22, 2011

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| 7:30 am – 8:30 am | <i>Main Summit Registration and Welcome Coffee in the Executive Networking Lounge</i> |
| 8:30 am – 8:45 am | CHAIRPERSON'S WELCOME AND OPENING REMARKS |
| 8:45 am – 9:45 am | OPENING KEYNOTE ADDRESS: The Hundred Year Shift? Tectonic Realignment Among Physicians, Hospitals, Payers |
| 9:45 am – 10:45 am | KEYNOTE PANEL DISCUSSION: New Payment Methodologies – Achieving Successful Financial Alignment through Gain Sharing and Risk Sharing |
| 10:45 am – 11:15 am | <i>Networking and Refreshment Break in the Executive Networking Lounge</i> |
| 11:15 am – 12:00 pm | Payer/Provider Alignment in the ACO Model – Case Study on Successfully Transitioning from PCMH to ACO |
| 12:00 pm – 12:45 pm | Alternative Quality Contracting – Learn from the Massachusetts Experience |
| 12:45 pm – 2:00 pm | <i>Networking and Refreshment Break in the Executive Networking Lounge</i> |

CASE STUDY INTENSIVE – FOCUS ON DATA SHARING

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| 2:00 pm – 2:45 pm | Engaging Physicians with Data to Improve Quality – HealthSpring's Model for Success |
| 2:45 pm – 3:30 pm | Transforming Medicaid and Medicare Provider Networks through Physician Engagement – Low Tech Approaches that Lay the Foundation for Future High Tech Connections |
| 3:30 pm – 4:00 pm | <i>Networking and Refreshment Break in the Executive Networking Lounge</i> |
| 4:00 pm – 5:00 pm | CLOSING KEYNOTE ADDRESS: Change Management – Effective Techniques to Develop and Engage Physician Leaders in Transforming Care Delivery |
| 5:00 pm – 6:00 pm | <i>Networking, Cocktail Reception in the Executive Networking Lounge</i> |

FRIDAY, SEPTEMBER 23, 2011

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| 7:00 am – 8:00 am | <i>Registration and Welcome Coffee in the Executive Networking Lounge</i> |
| 8:00 am – 8:15 am | CHAIRPERSON'S WELCOME AND OPENING REMARKS |
| 8:15 am – 9:00 am | OPENING KEYNOTE ADDRESS: The Changing Face of Care Management – Collaborative Strategies and Innovative Solutions |
| 9:00 am – 10:00 am | Physician Engagement with Health Plans – The Roles of Technology and Contract Methodologies |
| 10:00 am – 10:30 am | <i>Networking and Refreshment Break in the Executive Networking Lounge</i> |
| 10:30 am – 11:15 am | Recognizing the Intersection of Benefit Design and Network Strategy – Strategic Considerations to Support Physician Engagement |
| 11:15 am – 12:00 am | Determining Quality Metrics – Evaluate the Process and Outcomes from the Plan, Large Provider and Private Practice Perspectives |
| 12:00 pm | CLOSING REMARKS AND SUMMIT CONCLUDES |