

The image features a landscape background of mountains at sunset or sunrise, with a large, semi-transparent geometric logo overlaid. The logo consists of a central vertical bar and two diagonal bars that meet at the top, forming a stylized 'N' or a similar abstract shape. The text 'NAATP' is positioned on the left side of the logo, 'NATIONAL' is centered below it, and '2024' is on the right side, all in a bold, sans-serif font. The colors of the text are white and yellow, contrasting with the dark blue and orange background.

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**NATIONAL 2024**

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## Preparing Your Organization For Success With Value-Based Care



**Jay Voigt**  
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Human Capital LLC



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# Value-Based Care

3-minute overview for SUD providers

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# FFS V.S. APM's





| Fee For Service (FFS)   | Alternative Payment Models (APMs)  |
|---|--|
| <ul style="list-style-type: none"><li>• Volume of services provided is incentivized</li><li>• Providers are paid based only on number of services provided</li><li>• Patient wellness outcomes are not considered a metric for success</li><li>• May lead to excess/unnecessary services to the potential detriment of patient experience</li></ul> | <ul style="list-style-type: none"><li>• Value of services provided is incentivized</li><li>• Providers are held accountable for quality of services provided</li><li>• Payers are rewarded for issuing care based on quality assessments<ul style="list-style-type: none"><li><i>i.e. care that is affordable, cost-effective, coordinated, centered on patient and caregiver needs, etc.</i></li></ul></li><li>• Eliminates excess or unnecessary services for patients</li></ul> |

Figure 1. The Quadruple Aim









**CMS Goal: 100% Medicare and majority of Medicaid in an ACO by 2030<sub>1</sub>**

|  |    |    |    |
|--|---|---|---|
| <p><b>CATEGORY 1</b><br/>FEE FOR SERVICE - NO LINK TO QUALITY &amp; VALUE</p>      | <p><b>CATEGORY 2</b><br/>FEE FOR SERVICE - LINK TO QUALITY &amp; VALUE</p>  | <p><b>CATEGORY 3</b><br/>APMS BUILT ON FEE-FOR-SERVICE ARCHITECTURE</p>   | <p><b>CATEGORY 4</b><br/>POPULATION - BASED PAYMENT</p>   |
|  | <p><b>A</b></p>   | <p><b>A</b></p>   | <p><b>A</b></p>   |
|  | <p><b>Foundational Payments for Infrastructure &amp; Operations</b><br/>(e.g., care coordination fees and payments for HIT investments)</p> | <p><b>APMs with Shared Savings</b><br/>(e.g., shared savings with upside risk only)</p>   | <p><b>Condition-Specific Population-Based Payment</b><br/>(e.g., per member per month payments, payments for specialty services, such as oncology or mental health)</p> |
|  | <p><b>B</b></p>   | <p><b>B</b></p>   | <p><b>B</b></p>   |
|  | <p><b>Pay for Reporting</b><br/>(e.g., bonuses for reporting data or penalties for not reporting data)</p>                                  | <p><b>APMs with Shared Savings and Downside Risk</b><br/>(e.g., episode-based payments for procedures and comprehensive payments with upside and downside risk)</p> | <p><b>Comprehensive Population-Based Payment</b><br/>(e.g., global budgets or full/percent of premium payments)</p>   |
|  | <p><b>C</b></p>   |   | <p><b>C</b></p>   |
|  | <p><b>Pay-for-Performance</b><br/>(e.g., bonuses for quality performance)</p>   |   | <p><b>Integrated Finance &amp; Delivery System</b><br/>(e.g., global budgets or full/percent of premium payments in integrated systems)</p>                             |
| <p>CMS, 2023<sub>1</sub></p>   | <p>SAMSHA, 2023<sub>2</sub></p>   | <p><b>3N</b><br/>Risk Based Payments NOT Linked to Quality</p>  | <p><b>4N</b><br/>Capitated Payments NOT Linked to Quality<sub>2</sub></p>   |

# Provider Considerations For Value-Based Care Service Delivery

- IT Infrastructure
- Business operations
- Data collection
- Analytics: cost, pop
- Predicting market needs
- Human Capital

|                         | <br><b>CATEGORY 1</b><br>FEE FOR SERVICE - NO LINK TO QUALITY & VALUE | <br><b>CATEGORY 2</b><br>FEE FOR SERVICE - LINK TO QUALITY & VALUE | <br><b>CATEGORY 3</b><br>APMS BUILT ON FEE-FOR-SERVICE ARCHITECTURE | <br><b>CATEGORY 4</b><br>POPULATION - BASED PAYMENT |
|-------------------------|---|---|--|--|
| IT Infrastructure       | ✓   | ⚠   | ⚠  | ⊘  |
| Business operations     | ✓   | ⚠   | ⊘  | ⊘  |
| Data collection         | ✓   | ⚠   | ⚠  | ⊘  |
| Analytics: cost, pop    | ✓   | ✓   | ⚠  | ⊘  |
| Predicting market needs | ✓   | ✓   | ⊘  | ⊘  |
| Human Capital           | ✓   | ⚠   | ⊘  | ⊘  |



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# Panel Discussion

Submit Questions to:  
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# Upcoming Sessions

12:15-1:45

Exhibitor Appreciation Lunch

Sponsored By: NAATP Board



1:45-2:45

NAATP Educational Workshops

- Enough is Enough: Setting New Trends in Ethics  
**Governor's Square 15**
- Workforce: Acquisition, Retention, and The NAATP Salary Survey  
**Governor's Square 14**
- Understanding Provider Finances: A Business School Workshop  
**Governor's Square 12**

2:45-3:15

Exhibit Hall Popcorn Party & Networking Session

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