

CREATING A VBP PRESENTATION FOR YOUR PAYERS

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INTRODUCTION

- » Value-Based Purchasing (VBP) is an approach that ties payment to the quality and efficiency of healthcare services delivered.
- » This resource outlines key considerations for demonstrating your VBP Plan through a presentation to a payer.

RECOMMENDED CONTENT FOR DEMONSTRATING YOUR VALUE THROUGH A PRESENTATION

- » Recommended content for demonstrating your value through a presentation
 1. Present examples of current contracts that have VBP language that has proven to be reasonable and achievable.
 2. Demonstrate mechanisms for using a VBP payment to address health equity and social determinants of health (SDOH) such as:
 - Adding community health workers to integrated care services
 - Contracting with community-based services in VBP models
 - Employing cost savings to address food insecurity and transportation needs.
 3. Outline clinical practices that have produced measurable outcomes supported by data that demonstrates the progress made by both the client and/or program.

Werner, R. M., Emanuel, E. J., Pham, H. H., & Navathe, A. S. (2021). The future of value-based payment: A road map to 2030.
<http://resource.nlm.nih.gov/9918335062506676>

RECOMMENDED CONTENT FOR DEMONSTRATING YOUR VALUE THROUGH A PRESENTATION

- » Present a multi-year plan with year-over-year increase in risk.
- » Suggest contract language to the payer that demonstrates increased risk over time with parameters to measure achievement.
- » Detail and provide examples of how your electronic medical record (EMR) and other information system collect needed data and how it is analyzed.
- » Describe how your clinical practices are aligned standards and have measurable outcomes.
- » Define the process for continuous monitoring of VBP and its objectives.

MINI SELF ASSESSMENT



Knowledge

1 2 3 4 5 6 7 8 9 10

Comfortability

1 2 3 4 5 6 7 8 9 10

Confidence

1 2 3 4 5 6 7 8 9 10

Reflect & Connect:

What do you think your organization may look like 5 -10 years from now if you incorporate and build upon these concepts?

[Photo by Glenn Carstens-Peters on Unsplash](#)

HMA

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