



The Next Frontier of Revenue and Quality Operations



Where the
Healthcare Industry
Stands Today

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Integration:
Get Ahead and
Stay Ahead

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Step Up to Become
a Fully Integrated
Organization

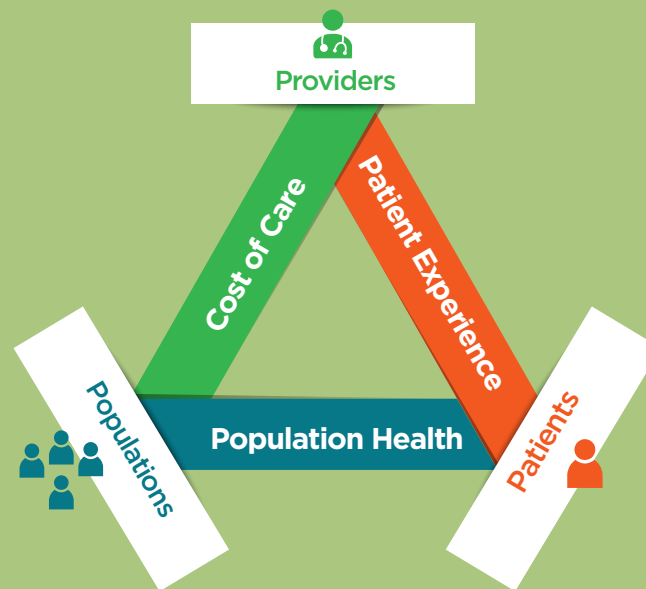
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Where the Healthcare Industry Stands Today

70% of healthcare spending is regulated by **government programs** (Medicare, Medicaid and ACA).



The healthcare industry is moving from pay for service to pay for value—**leveraging the Triple Aim.**



Many organizations and teams are new to managing government regulated healthcare programs.



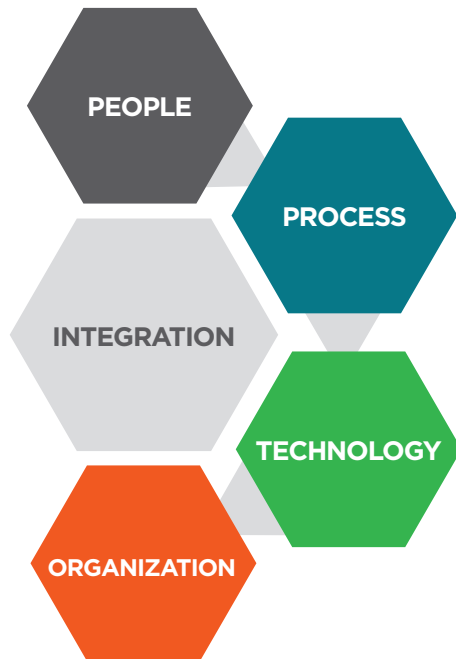


**INTEGRATION:
Get Ahead and
Stay Ahead**

Integration: Get Ahead and Stay Ahead

Integration Between Lines of Business:

There is a need in the healthcare industry to break down barriers between Medicare, Medicaid and the Affordable Care Act.



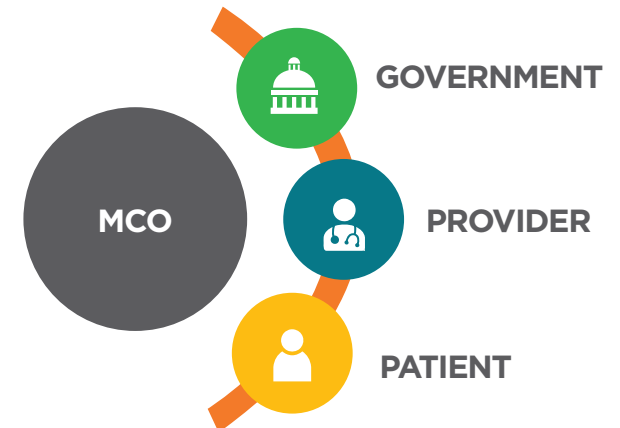
Integration Between Lines of Operations:

Many organizations are currently horizontally organized around Risk Adjustment, Quality, Care Coordination and Compliance. These functional groups need to be weaved together to achieve a successful integration.

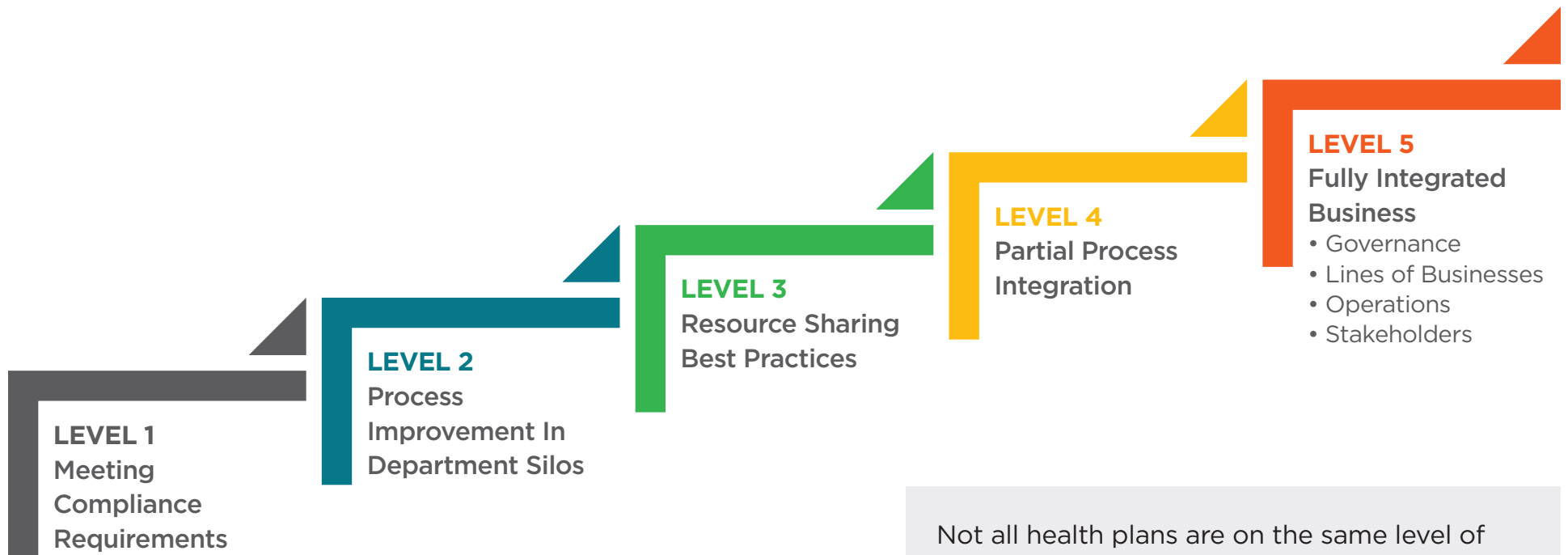
Integrating **people, process** and **technology** are critical to moving to a **fully integrated organization.**

Integration Between Stakeholders:

The goal is to integrate government regulations, providers and patients into one holistic healthcare process.



The 5 Levels of a Fully Integrated Organization



Not all health plans are on the same level of integration. Having a fully integrated business allows for better patient care and cost reduction across lines of business. Most health plans and MCOs are currently somewhere in the middle of this pathway to integration.

Action Items

- Technology is a piece but not the entire solution. Make changes in your organization's structure and invest in your employees to make the progress you're looking for.
- Think of integration as a team activity. Involve people early and often.
- Communication is the catalyst that drives results. Invest in leadership counsels to make progress in your organization.
- Look externally as soon as possible. Bring in people from outside your organization and make them partners to solving your problems to make your organization more successful quicker.



Advantmed partners with managed care organizations to deliver the optimal combination of capabilities unique to each organization needed to achieve their objectives, utilizing solutions such as: population analytics, software containing NCQA-certified HEDIS® measures, medical record retrieval, medical record abstraction, risk adjustment coding and provider education.

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