



Newsletter | Volume 4, Issue 6

October 2020 Highlights

Current Focus

- 1 2021 Planning
- 2 COVID-19 Mitigation - Patient Outreach and Risk Capture
- 3 Medicare Shared Savings Earnings Distribution

Top Decisions Made

- Affirmant's Board of Managers approved the 2019 MSSP Revenue Distribution.
- The shared savings earned through MSSP and our Medicare Advantage Shared Savings through Priority Health were distributed on October 23.
- The IT/BI Committee supports COC analytic projects and the formation of an Affirmant Analytics Team with Chapter representation.

Affirmant - Federation ACO | Shared Savings Earned in 2019

Congratulations on our Federation ACO achieving the **highest earned shared savings in the nation** among the 475 ACOs in the 2019 MSSP legacy track! Through the care transformation efforts of you and your team; our partners at Bronson, Covenant, Henry Ford, MidMichigan, Sparrow and Spectrum Health Lakeland; and Affirmant management, we saved Medicare \$69,483,471, saved our patients \$8.4 million in out-of-pocket costs, and earned shared savings of \$33,525,775. Of these earned shared savings--\$32,291,775 (96.3%) are being distributed to Federation ACO participating owner/Members and Chapters in two categories—infrastructure (21.3%) and Chapter Scorecard (75%).

In addition to these MSSP earnings and distributions, Affirmant Chapters have collectively qualified for \$178,975 in 2019 earned shared savings through our Medicare Advantage (MA) agreement with Priority Health. These MA earned shared savings will be distributed in their entirety to Affirmant participating Members and Chapters, \$44,744 (25%) for infrastructure, and \$134,231 (75%) based upon Chapter Scorecard performance.

2019 Earned Shared Savings by Chapter

CHAPTER	MSSP SHARED SAVINGS	EARNED PRIORITY HEALTH SHARED SAVINGS	TOTAL EARNED SHARED SAVINGS IN 2019
Bronson	\$7,484,903	\$73,852	\$7,558,755
Covenant	\$6,340,254	\$13,507	\$6,353,761
Jackson	\$5,700,207	\$21,821	\$5,722,028
Spectrum Health Lakeland	\$4,685,214	\$17,693	\$4,702,907
Sparrow	\$8,081,196	\$21,310	\$8,102,506
Henry Ford Physician Network		\$15,598	\$15,598
MidMichigan		\$15,196	\$15,196

Our success can be attributed to:

- Reducing SNF days per 1,000 beneficiaries by over 30% through our post-acute care program
- Reducing avoidable hospital admissions per 1,000 beneficiaries by 9% through our care management program for high-risk patients, and
- Improving accuracy of Hierarchical Condition Category capture for more appropriate risk adjustment of our benchmark total cost of care

Thank you for your participation in Affirmant Health Partners and congratulations again on earned shared savings!

Affirmant in the News | MSSP Coverage

The Federation ACO is getting great press. Most recently, Affirmant's ACO was featured in Crain's Detroit among top performing ACOs in Michigan for 2019 MSSP shared savings. The Federation ACO was also mentioned in articles from [Becker's Hospital Review](#) and [Revcycle Intelligence](#). The link below will take you to the Crain's Detroit article written by Jay Greene.

Affirmant's Federation ACO in the News

Becker's hospital Review

Hospital CFO Report
6 strategies to bolster hospital rainy day funds.
A quick guide for healthcare CFOs.

Value as a business differentiator: 6 execs on what makes their ACOs high-performing
Michigan HealthCare | 7 Photos, September 25th, 2020 | Print | Email

In mid-September, CMS released 2019 results from its Medicare Shared Savings Program (MSSP), with participants generating a record \$1.2 billion in total net savings for the program.

Dever's reached out to executives from ACOs that earned some of the most shared savings in 2019 to share what strategies and best practices they believe led to their greatest results.

Here's insight from six executives:

1. **William Mayer, MD, president and CEO of Affirmant Health Partners and the Federation ACO (Portage, Mich.)**, Our success can be attributed to our focus on changing specific provider behaviors using what we refer to as our "five levers"—those strategic elements we believe must be present to produce this change, just as fuel, heat and oxygen must be present simultaneously to ignite and sustain a fire. These three elements are data analytics to inform us on our performance, clinical transformation to improve performance and shared savings to ensure our enterprise is sustainable. We drive standardization, valid and reliable quality utilization and cost measures at the level of the network, practice, physician and patient to physicians at the point of care and to administrators on demand. We provide a clinical transformation system to identify evidence-based best practices and interventions to promote their rapid adoption. We have also contracted with Medicare Advantage plans, in addition to our MSSP participation, to enable us to share in savings produced by physician behavior changes affecting all their Medicare patients. All these elements combine to produce a virtuous cycle of improvement in the value of care we deliver for our patients and our communities in advancing our vision of a healthy Michigan at an affordable cost.

Revcycle Intelligence

REVCYCLE INTELLIGENCE
The New Resource for Pharma, Biotech and Medical Device Sales

Top 10 Accountable Care Organizations by Shared Savings in 2019
Accountable care organizations in the Medicare Shared Savings Program had a record year in 2019; here are the ACOs that earned the highest bonuses.

October 16, 2020 - Accountable care organizations (ACOs) in the Medicare Shared Savings Program collectively saved \$1.2 billion in total net savings for the program, according to the latest program performance data.

The figure marks the largest annual savings for the program to date and also the third consecutive year for net program savings. Affirmant Health Partners' Federation ACO, Southfield, Michigan, earned \$14.2 million in shared savings, a record for a single ACO in the program.

Crain's Detroit

CRAIN'S DETROIT BUSINESS

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Michigan ACOs reap profits for Medicare, doctors, hospital systems
JAY GREENE

- Accountable care organizations earned back nearly \$130 million last year, up from 2018
- State's ACOs averaged 94 percent quality rating for seniors
- Top sponsoring systems for ACOs are Affirmant, University of Michigan, Beaumont and McLaren

Michigan's top accountable care organizations saved tens of millions for the traditional Medicare program, increased quality for seniors and returned substantial financial benefits to participating doctors and hospitals.

Medicare ACOs are groups of doctors, hospitals and other health care providers who come together voluntarily to provide coordinated high-quality care to Medicare patients outside of managed care programs. The goal of coordinated care is to ensure that patients, especially the chronically ill, get the right care at the right time, while avoiding unnecessary duplication of services and preventing medical errors.

In 2019, the state's top ACOs received \$129.3 million in shared savings under the Medicare Shared Savings Program, one of the most successful programs created by the Affordable Care Act of 2010.

Overall, the nearly 30 accountable care organizations that served Michigan saved Medicare a total of \$277.7 million while averaging a 94 percent quality rating.

Four of the top ACOs are Affirmant Health Partners' Federation ACO LLC, Portage, \$33.5 million and a 96.5 percent quality rating; McLaren High Performance Network LLC, Auburn Hills, \$17 million retained earnings with 93.35 percent quality rating; Beaumont ACO, Southfield, which earned \$14.2 million and received a 92.2 percent quality rating; and the Physician Organization of Michigan ACO, Ann Arbor, \$10.5 million with a 93.9 percent quality rating.

"Michigan ACOs Reap Profits for Medicare, Doctors, Hospital Systems"

COVID-19 Resource Hub | affirmant.com/covid-19



The current healthcare landscape is rapidly changing. We understand the extraordinary challenges our Members face daily and how difficult it can be to keep up with the most recent COVID-19 developments. The COVID-19 Resource Hub is a tool we have developed to deliver you the latest news trending in healthcare.

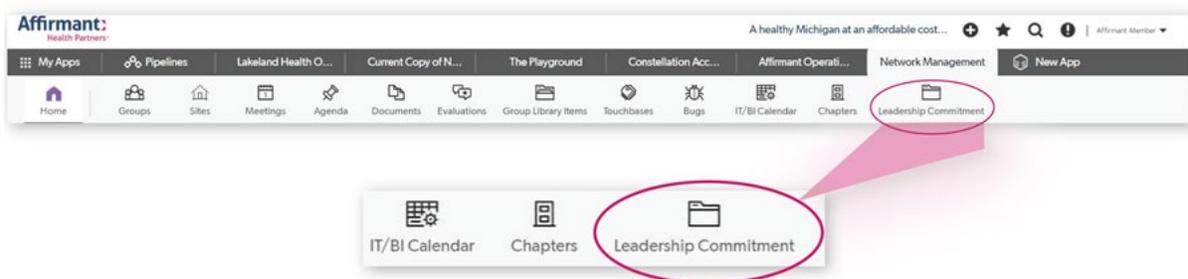
Affirmant Meetings Update | Meetings for 2021



Meeting invites for 2021 Affirmant Committees meetings will be sent out soon. Affirmant Committee Leaders will be scheduling virtual meetings with the potential for meetings to change to in-person events in the future if it is safe enough to do so.

If you have any issues or questions, please feel free to contact erik.pye@affirmant.com.

Leadership Commitment Available in AIMS



In an effort to make it easier for our members to reach our leadership commitment goals and increase transparency, we have developed a tab in the Network Management app of our Affirmant Information Management System, AIMS.

AIMS Leadership Commitment

2019 Value Report is Available Now!



We are happy to announce Affirmant's 2019 Value Report is available digitally. Print copies are available by request.

If you would like to request a pdf or print copies, please email angela.johnson@affirmant.com. View the report now on Affirmant's website.

[Affirmant 2019 Value Report](#)

Leadership Retreat Update

Rescheduled for Spring 2021



The 2020 Affirmant Leadership Retreat has been postponed and rescheduled for May 18, 2021. All sessions will be virtual. Please mark your calendars and save the date and we will communicate with our network once we have more information.

Connect with us on Social Media

Affirmant is on [LinkedIn](#), [Facebook](#), [Instagram](#) and [Twitter](#) to connect with current and potential stakeholders. This is also a great way for us to highlight the important work our member systems are doing. If you are active on any of these platforms, please find us and comment or tweet at us @Affirmant.



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Thank you for being a valued member of Affirmant