

## Continuum VBC Program Distribution & Management Case Study

### A Payer-Provider Collaboration Powered by Continuum's Integrated Care Solutions

Physicians, particularly those who are independent, are critical to lowering the overall cost of care. Shifting this influence begins with greater collaboration between payers and providers. As an example, a major payer collaborated with Continuum Health to create a new commercial value-based program. Providers were expected to meet seven Clinical Quality Measures and two Process and Operations Measures with a closing or completion of measures ranked on an achievement scale of 1 to 3. In addition, the shared savings model was based upon a year-over-year cost of care trend, designated as a "Per Member Per Month (PMPM) Cost", compared to the managed population, as well as a peer group trend.

Unlike other shared savings programs, the payer engaged Continuum to recruit and organize independent providers into the program, and enable them through a range of support services, including:

- Program administration
- Analytics and reporting using claims data to develop cost of care strategies
- Practice transformation coaching
- Prover engagement
- Care coordination for high risk and rising risk patients
- Member attribution

At the end of Year 1, participating providers serving more than **6,000** members delivered:



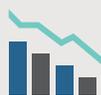
**15% Reduction in Admits per 1,000**



**15% Reduction in ER Visits per 1,000**



**Achieved Quality Measures**



**10.5% Reduction in the PMPM trend**



**11% Reduction in the PMPM Trend vs the Peer Group**

As a result, the payer has expanded the program to include Managed Medicaid members. In Year 2, more than 150,000 members and a growing stable of participating providers within the state are on track to produce significant wins.

This case study is intended to provide an example of how actual payers and providers benefitted from Continuum's services. Continuum does not claim that the outcome of this particular case study is a typical result, or that it is necessarily representative of all those who will use its services. Continuum expressly disclaims any representations or warranties in relation to this case study or the information presented on this document.