



Purchaser Business
Group on Health



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PBGH Primary Care Payment Reform Summit

*Call to Action: Primary Care Payment
Reform*

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Shared Goal – Advanced Primary Care (VALUE)

What we want to buy

Integrated Whole-Person Care/Population Health Management

- Employee/patient engagement and activation
- Integration of physical, behavioral, and social needs
- Robust access spanning after hours, weekends and including virtual care options
- Informed referrals and prescribing
- Coordinated care
- Risk stratification and care management
- Health and wellbeing promotion
- Data and information sharing

How we enable it

Payment Method

- Comprehensive primary care payment +
- Prospective and flexible
- Care transformation or care management fee (limited duration) plus
- Performance incentives

How we know we have it

Accountability

- Common performance measure set
- Clinical outcomes
- Member experience of care
- Total cost of care
- Access to care
- Health equity

Principles of the Common Purchasing Agreement

1. Develop a new payment model for primary care that allows practices to transition to advanced primary care – within next 3 years
2. Include the treatment for mental health by primary care in new payment model
3. Help practices by providing resources to build and sustain advanced primary care
4. Deliver timely data and information to practices to better manage patient care
5. Support practices in the measurement and reduction of unnecessary and low value care
6. Collect and share outcome and experience measures across primary care practices
7. Ensure primary care practices promote and enable equitable access and outcomes
8. Leverage available resources to address social determinants of health

What it's Going to Take – Partner Action

- Collaborate – change will require health plan competitors to collaborate on some aspects of the approach
 - Certification/qualification of primary care practices
 - Attribution methodology
 - Data sharing/infrastructure
 - Collection of outcome data
- Invest – provide support for primary care practices to transition to an advanced primary care model (funding, resources, rewards)
- Differentiate/experiment – consider the various payment models or build your own
- Innovate – develop tools that optimize resources and expertise that help primary care providers
- Restructure – rethink system requirements to support advanced primary care payment model
- Partner – with purchasers, with providers to accelerate change

The risk of doing nothing



"You can't list your iPhone as your primary-care physician."