



Can New Industry Partnerships Reshape the US Healthcare System?

December 5, 2018

Top of the Hill Conference Center
One Constitution Avenue, NE
Washington, DC 20002

8:30 a.m. Welcome and Introductions

Stuart Altman, Ph.D., Professor of National Health Policy, Brandeis University

8:45 a.m. New Payer-Provider Partnerships

Well-integrated provider payer partnerships can bring together a powerful combination of clinical, analytic and information management expertise along with financing structures that support delivery system innovation. This panel will discuss the outlook for a range of payer acquisitions or partnerships including models focused on physicians, post-acute providers and large health systems. It will discuss whether such partnerships are likely to result in better care at lower costs or simply increase the market power of existing incumbents.

Speakers: Joe Damore, Vice President, Population Health Management, Premier
Hoangmai Pham, MD, Vice President, Provider Alignment Solutions, Anthem
Danielle Lloyd, Senior Vice President, Private Market Innovations and Quality Initiatives for Clinical Affairs, AHIP

10:00 a.m. Break

10:30 a.m. Cutting out the Middlemen? Employer Strategies to Reduce Health Spending

Despite two-decades of provider interest there has been little in direct contracting activity until recently. Employer interest has grown in light of dissatisfaction with third-party administrators and the success of several high-profile center-of-excellence programs. But many large employers lack experience in negotiating with providers, have geographically dispersed employees (reducing local bargaining power), and are reluctant to impose strong employee incentives to use limited networks. Several large employers have established innovative direct contracting arrangements. This panel will discuss the elements of effective direct contracts and the potential for these models to become more widespread.

Speakers: Glenn Steele MD, Ph.D, Vice Chair, Health Transformation Alliance
Suzanne Delbanco Ph.D, Executive Director, Catalyst for Payment Reform
Sara Rothstein, Director, 32BJ Health Fund

12:00 p.m. Lunch

12:30 p.m. Physician Practice Management V 2.0

Over the past five years substantial private capital has been invested in acquiring or establishing partnerships with physician practices. There have been single-specialty deals focused on revenue growth as well as acquisitions of primary care and multi-specialty groups positioning for success in ACO or capitation contracting. This panel will examine how these new organizations aim to disrupt hospital dominated markets and discuss potential responses by incumbents.

Speakers: Nathan Bays JD, Managing Director, Health Systems M&A Group, Cain Brothers
Stuart Levine, MD MHA, Chief Medical and Innovation Officer, Agilon Health

1:45 p.m. Meeting adjourns