



# Implementing Bundled Payments for Health Care Services

## Co-Sponsored by Aetna Inc.

Park Hyatt Hotel, 24<sup>th</sup> & M St., NW, Washington DC  
April 29, 2009

### 8:30 Continental Breakfast

9:00 **Introduction: Making the Case for Case Rates**  
Presenter: Stuart Altman, Brandeis University

### 9:15 **Purchaser Perspective: Opportunities and Challenges for Episode-Based Payment**

This session will examine payer perspectives on opportunities and challenges for making episode-based payment systems work. It will review design options, data and infrastructure requirements, and market conditions necessary for effective implementation with a focus on strategies for provider collaboration.

Presenter: Francois De Brantes, National Coordinator for PROMETHEUS Payment® Inc.  
Respondent: Kirk Stapleton, Senior Vice President, UnitedHealthcare  
Susan Peters, Head of Health Care Management, Aetna

### 10:30 Break

### 10:45 **Making Bundled Payments Work: Experience from Pioneer Providers**

As pressure for payment reform increases, providers must develop strategies for adapting to new financial incentives. This session will examine case studies of provider preparations for new payment models including episode payments for hospital services and global fees for an academic health system. The systems will discuss steps they are taking to modify clinical processes and to establish coordinated provider networks. They will also discuss key challenges of moving towards more integrated models of payment.

Moderator: Chip Kahn, President, Federation of American Hospitals  
Presenters: Michael Zucker, Chief Development Officer, Baptist Health System  
Charles N. Martin, Chairman and CEO, Vanguard Health Systems  
Terry Carroll, Senior Vice President, Fairview Health Services  
Tom Valdivia, President, Carol, Inc.  
Ellen Zane, President and CEO, Tufts Medical Center

### 12:30 **Lunch Panel: Is Medicare Ready for Bundled Payments?**

Medicare is the only payer with sufficient scale to drive payment reforms on a national basis. However, Medicare faces numerous challenges. In particular, Medicare has historically had very limited flexibility to accommodate the wide differences in provider readiness for new payment incentives. In this session, a panel of experts will discuss options for implementing bundled payments in Medicare, examine key technical and political hurdles, and potential timeframes for action.

Panelists: Keith Fontenot, Associate Director for Health Programs, Office of Management and Budget  
Robert Reischauer, President, Urban Institute  
Robert Berenson, Institute Fellow, Urban Institute

### 2:00 Meeting adjourns