# DIVING INTO BUNDLED PAYMENT

Orthopedics and cardiovascular services may have made the biggest splash to date with this payment model. But bundles continue to multiply—and further diversify. Purchasers are venturing into new clinical areas to extend bundles' financial impact. Providers thus must determine *where* to test the waters...not *if.* 

## CONSIDER EACH SERVICE LINE'S SPRINGBOARD FOR BUNDLE READINESS

CMS goal for total payment in APMs by 2018



Different clinical products included in the bundles program of Horizon BCBS

#### NEUROSCIENCES

- Early emphasis on strengthening PAC infrastructure
- Solid multidisciplinary care paths

#### MEDICINE

- Low-hanging fruit for care standardization
- Strong suite of condition-based clinical guidelines
- Management capabilities due to experience with patient-centered medical homes

### CANCER

- Well-established clinical pathways
- Accelerating adoption of one-stop multidisciplinary treatment planning
- Increased investment in care navigators
- Second-opinion services as established "shopping" mechanism

### CARDIOVASCULAR

- Highly developed evidence-based protocols, appropriate use criteria
- Well-established registry use to enable benchmarking, best practice diffusion
- Strongly integrated specialty, with longstanding collaboration between the medical management of cardiologists and the interventions of proceduralists
- Existing focus on chronic disease

**ORTHOPEDICS/SPINE** 

Bundles' projected proportion of total payer mix by 2021, up from II% today

- Largely procedural service line
- Well-defined episodes
- Longstanding focus on standardizing physician preference items and practice patterns (eg, implants, perioperative supplies, blood utilization)
- Considerable low-hanging fruit in PAC

#### Sg2 INTELLIGE

Diving Into Bundled Paymen

#### **READY TO TAKE THE PLUNGE?**

Read Sg2's report *Diving Into Bundled Payment*. Or email membercenter@sg2.com to arrange for one of our experts to help your organization prioritize clinical products best matched to your market needs and unique value proposition.

APM = alternative payment model; BCBS = Blue Cross Blue Shield; PAC = post-acute care.

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Sources: CMS. Better care. Smarter spending. Healthier people: paying providers for value, not volume [fact sheet]. January 26, 2015; Sg2 Interview With Horizon BCBS, December 2016; McKesson Health Solutions. *Journey to Value: The State of Value-Based Reimbursement in 2016.* June 13, 2016.



