



OPTUM VALUE BASED CONTRACTING: A CO-ORDINATED APPROACH TO FINANCIAL MANAGEMENT THAT DELIVERS IMPROVED OUTCOMES FOR PATIENTS

Creating and using actionable insight from the system to the person level, Optum® can help health and care systems develop value based contracting approaches to support the transition within a system to a population health management approach. Bringing together global best practice and NHS expertise, Optum's approach to value based contracting can help a system focus on the delivery of improved health outcomes for their population.

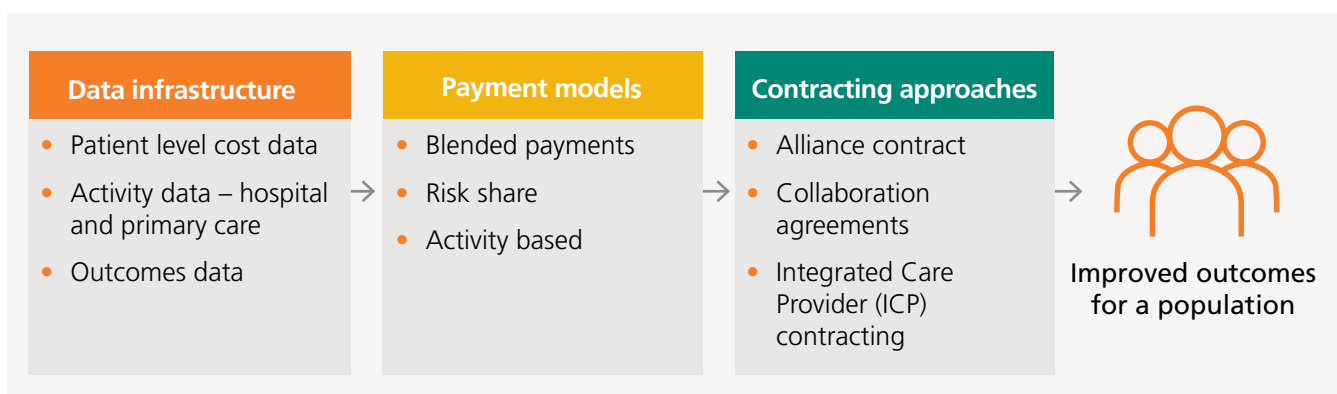
Population health management requires systems, providers and front-line professionals to use data to proactively identify local cohorts and at-risk patients, design targeted interventions and track impact over time. Optum combines comprehensive population health analytics capabilities with our advisory services to give you the tools and skills to design and implement Value Based Contracting approaches and move the system contracting focus from healthcare to population health in order to create an enabler for change.

WHY VALUE BASED CONTRACTING?

Value based contracting mechanisms can be used to:

- Ensure that system resources are used to maximise quality of care and health outcomes
- Provide shared incentives for reducing avoidable or low-value activity and redirecting resources to areas of greater need
- Provide a framework for a more transparent approach to counting and costing activity
- Support collective management of financial resources – moving away from the traditional focus on individual organisations
- Reducing the administrative burden across the system and within individual organisations
- Enable blended payment models within a health system, comprising of a fixed payment, and additional variable payments such as an outcomes based payment or risk sharing arrangement.

Value based contracting can offer a co-ordinated approach to financial management across a system:

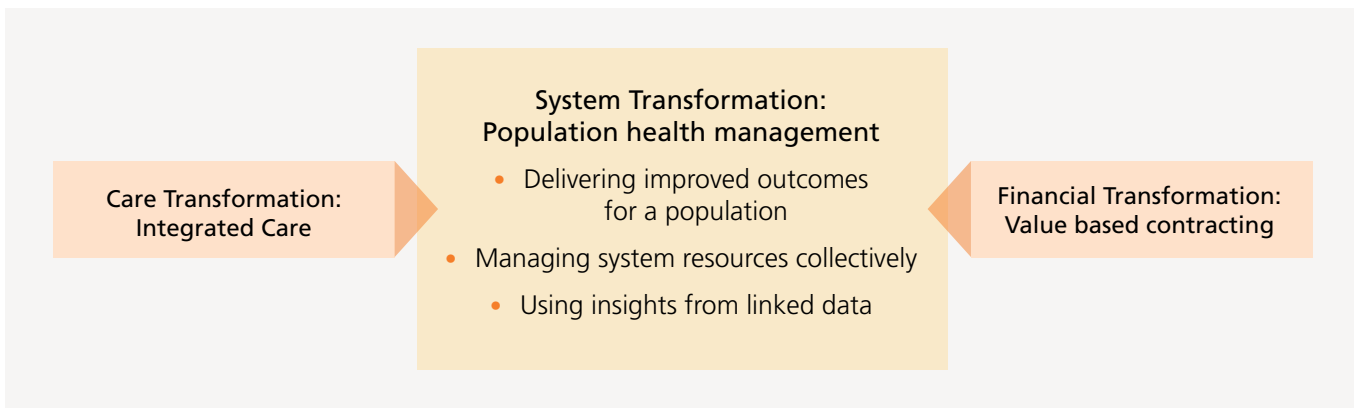


OUR APPROACH

Optum's expertise in actuarial modelling can enable a system to develop projections demand for health and care services in terms of activity volumes within service lines and the financial spend on these services (cost from the perspective of commissioners and providers). This can take the form of modelling both unmitigated demand and the impact on health and care activity and spend on the basis that new interventions and new models of care are implemented. It is this type of actuarial modelling, which can be across a whole system or for specific population segments, that underpins Optum's approach to Value Based Contracting.

Optum has developed a methodology that is aligned to the initiatives and priorities outlined in the NHS Long Term Plan (LTP)*. This methodology aims to guide systems to estimate the impact that implementing the LTP will have. Optum can then support systems to understand and discuss the implications of the projections on future resource use and risk allocation across the system. Sharing best practice approaches to value based contracting and payment models, Optum can work with systems to explore the impact on current pathways, contracting arrangements and incentives and create new payment models to support the transition to population health.

*<https://www.longtermplan.nhs.uk/>



WHO WE ARE

Our purpose is to create and use actionable insight to help make the UK health and care system work better for everyone. We differentiate based on our clinical expertise, world-class technology and analytics, and practical operational experience working with the NHS, and internationally.



CLINICALLY DRIVEN

We are **clinically driven** and **exclusively health and care focused**. Everything we do is about helping health and care systems work better and improving outcomes for patients and populations.



DATA AND ANALYTICS

We are a **world-class technology and analytics company** and a **global leader in the application of data science**. We combine global best practice with **more than 15 years experience working with the NHS and local authorities**.



REAL-WORLD EXPERIENCE

We have **practical, real-world experience managing integrated health and care systems** around the world.

Want to learn more?

Contact us on E: info@optum.co.uk T: 020 7121 0560 or sadie.stonell@optum.com



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OPTUM PRIMARY CARE NETWORKS: THE ENGINE ROOM FOR CARE TRANSFORMATION

The development of effective Primary Care Networks (PCNs) is crucial to the implementation of the NHS Long Term Plan by bringing General Practices together to work at scale to deliver primary care services for their local populations. The focus of PCNs is to work collaboratively to develop integrated community based teams across their network and wider system to enable the development of services in response to the needs of their local populations.

Optum delivers programmes of change that are focussed on growing local capability, supporting people from where they are. We know how to run programmes that are consistent across systems AND are locally tailored to each and every site we work with, based on their unique challenges. Collaboration, workforce, workload and sustainability are the key challenges faced by developing PCNs and Optum's flexible programme for PCN development addresses solutions for all these.

OUR APPROACH

Through a flexible development programme Optum builds PCNs capabilities to manage the health of their populations across an integrated care system.

We support PCNs through a modular approach within which they can develop and thrive. From vision, strategy and governance, through to execution and results, we make space for innovation across an integrated care system and we are agile about delivering what works. By using population health management as the basis for designing improvements in care and experience Optum supports PCNs to transform care and optimise the use of resources across the system.

We do this by:

- **Enabling primary care leadership to build strength across a network** — through facilitating action learning across the multidisciplinary team and providing executive coaching to leaders.
- **Enabling PCNs to align with emerging place and system strategies** — through co-developing and hosting forums for system leaders and members to develop their shared PHM approach.
- **Building a legacy of skills development and robust PCNs** — by delivering tools and techniques to sustain the PHM approach.
- **Enabling different organisations to work better together within a system** — by co-designing and developing solutions to address specific population needs.
- **Ensuring PCNs are equipped to uncover new insights about their population and turn them into actions that impact health outcomes** — through supporting PCNs to analyse data and implement innovate care models.
- **Bringing global best practice to PCN development** — through proving access to international healthcare research.



COLLABORATION

- Engaged, active and effective Primary Care Networks
- Partnering to share resources, assets and services
- Measurable benefit to patients, and the wider health system



WORKFORCE

- Clinical/professional capacity to meet patient needs
- Range of skills to address patient needs
- Professional experience and quality of life



WORKLOAD

- Quality and consistency in operational process
- Most effective use of time and resources
- Reduced burden of administration



SUSTAINABILITY

- Clinical leadership – with a voice in the system
- Mature relationships and effective networks
- Skills and confidence to build and sustain

General Practice at the core of PCNs:

Supporting General Practice to work with community, social care and other constituent members of PCNs. This includes collaborative working (MDTs), asset-based community development and social prescribing; and PCN clinical director development support specification.

Establishing PCNs:

Building strength across partners by getting the basics right, understanding who to work with and how to work together to build flourishing and highly effective teams. This includes PCN set-up, organisation development support, change management quality and culture and leadership development.

PCNs as the driver of Population Health Management:

Creating maximum impact on a population's health by intelligent use of data.

- A blended approach of practical tools and support, virtual learning and digital content delivering immediate value and skills development.
- Underpinned by a faculty of primary care and system transformation experts.

What our customers say

"We've begun to build relationships. That's the biggest and most important factor (for success)."

"Without (the PHM programme) I wouldn't have been able to show that my initiative could cut costs (for the entire system). I've been able to combine my idea with data and draw influence."

" This was a very, very good program. I was sceptical at the start as many clinicians are of such programme, and so was pleasantly surprised – you have really helped me to get my head in the right place!"

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