

# NOVELTY → to → NORMALCY

The journey to value-based success

Wherever you are on the transition from a fee-for-service (FFS) to value-based care (VBC) model, Wellcentive's solutions make the journey less novel and more normal.



## THE PROCRASTINATOR

is focused on FFS and considers VBC a trend—meaning they've done little to no transition preparation.

**Key Initiative:** Maximize efficiency by focusing on patient care, not administration or technology

### Needs for Progression:

- Enable episodic care and develop support services
- Manage payer contracting
- Avoid penalties and maximize bonus potential
- Enhance education on value-based trend, Population Health Management (PHM), and the practice impact



## THE PROMOTER

understands the potential and the need to transition, but needs to prepare to take on more financial risk through shared savings.

**Key Initiative:** Invest in VBC foundation to maximize bonus potential and avoid reporting penalties to fund the transition

### Needs for Progression:

- Enhance coordination, analysis, and provider engagement
- Aggregate, normalize, analyze data; report outcomes
- Develop registry and advanced registry capabilities
- Strengthen data analytics, reporting capabilities, and workflow resources
- Implement basic population health tools and analytics



## THE PRODUCER

is experiencing some success with VBC programs, thanks in part to a coordinated focus on new payment models and an integrated network.

**Key Initiative:** Focus on collaboration and improvement

### Needs for Progression:

- Enhance engagement strategies for care teams and patient
- Prepare to assume more risk in shifting revenue basis from volume to value
- Execute population management and reducing variations in care pattern
- Increase targeted PHM and analysis



## THE PERFORMER

is a veteran in PHM initiatives, has established a local plan and is pursuing new payment models and global risk engagements.

**Key Initiative:** Solidify population health management to improve outcomes and drive success

### Needs for Progression:

- Drive revenue and profitability around FFV payment
- Drive revenue through larger populations and margin through population health and network management
- Focus on population analytics, risk stratification, and predictive modeling
- Drive continual data analytics and reporting capabilities

Take the Next Step 

Wellcentive is ready to partner with your organization, no matter where you are on your journey to value-based care, leveraging our 10+ years of focused PHM expertise to ensure you achieve success. Our solutions improve quality, drive revenue, and ensure transformation in the transition to value-based care. Contact us today to take the next step on your journey to value-based success.

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