



# Primary Care: More of It Bends the Cost Curve for ACOs

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1-2 PM ET



# Speakers

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# WRI MSSP Study

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**Going Beyond the Numbers**

# WRI MSSP – Introduction



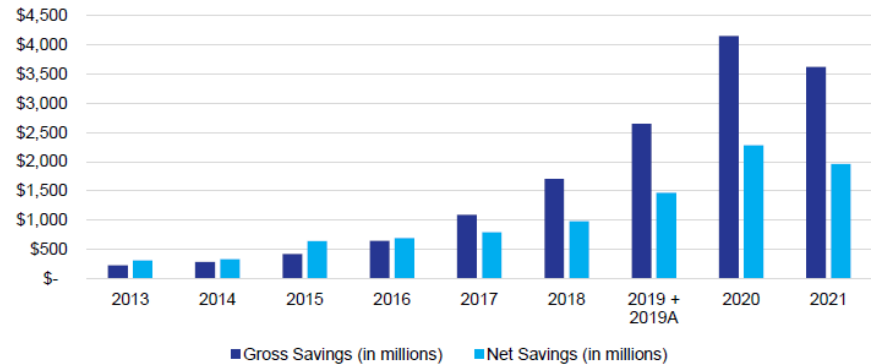
## WRI – Wakely Risk Insight

Wakely study into key profitability drivers

This analysis sought to measure the correlation between various ACO characteristics, and the level of gross savings achieved

The goal was to better understand what certain ACOs were doing to find success in the program and what others could change to increase their chances of achieving gross savings

### MSSP ACO Achieved Savings by Performance Year



# WRI MSSP – Key Takeaways

More primary care physicians (PCPs) and more evaluation and management (EM) visits with PCPs lead to greater success

Populations with greater risk scores didn't see greater savings

ACOs taking on downside risk saw greater program success

ACOs with longer program participation history see greater success, but the first year in a new agreement period typically shows a dip in performance

| ACO Characteristic                                      | Correlation ranking |
|---|---------------------|
| <b>Provider List Composition</b>                        |                     |
| Percent of EM visits with a physician or specialist     | High                |
| Percentage of PCPs vs. specialists on the provider list | High                |
| <b>Population Characteristics</b>                       |                     |
| ACO size and number of beneficiaries                    | Medium              |
| Average population morbidity                            | Low                 |
| Geographic Region                                       | Low                 |
| <b>ACO Programmatic Decisions</b>                       |                     |
| Track selection and downside risk                       | Medium              |
| Use of the SNF 3-day stay waiver                        | Low                 |
| <b>Duration</b>   |                     |
| ACO duration within the program                         | High                |
| <b>Hospital and Facility Presence</b>                   |                     |
| High vs Low Revenue distinction                         | High                |
| Presence of a Facility or Hospital Indicator            | High                |
| <b>Quality</b>  |                     |
| Quality Score   | Low                 |





# Q&A



# Resources

- [From Volume to Value: Progress, Rationale, and Guiding Principles \(AAFP\)](#)  
Johnson, K., Rittenhouse, D.
- [Wakely Risk Insight: Medicare Shared Savings Program: Performance Year 2021 Results](#)
- [Physician-led Accountable Care Organizations Outperform Hospital-Led Counterparts](#), Avalere, 2019
- [Growth of Value-Based Care and Accountable Care Organizations in 2022](#), Muhlestein, et al.

# Thank you!

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