

**“Being First To Market Does Not Always Mean Better In the Market”
National Accountable Care Expo 2012**

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Agenda

- Who is INTELMCS?
- INTELMCS ACO Team Expertise
- Why Be First To Market?
- 5 Components Needed For A Successful Accountable Care Initiative
- ACO Program Life Cycle
 1. Plan
 2. Implement
 3. Monitor
- ACO Maturity Model

Who is Intelligent Management Concepts (INTELMCS)?

- Our Mission:

INTELMCS is a **management consulting firm** that provides **business transformation services** and **information management solutions** to assist **all stakeholders** in the **Healthcare supply chain** make **intelligent decisions** and effect **better results**.

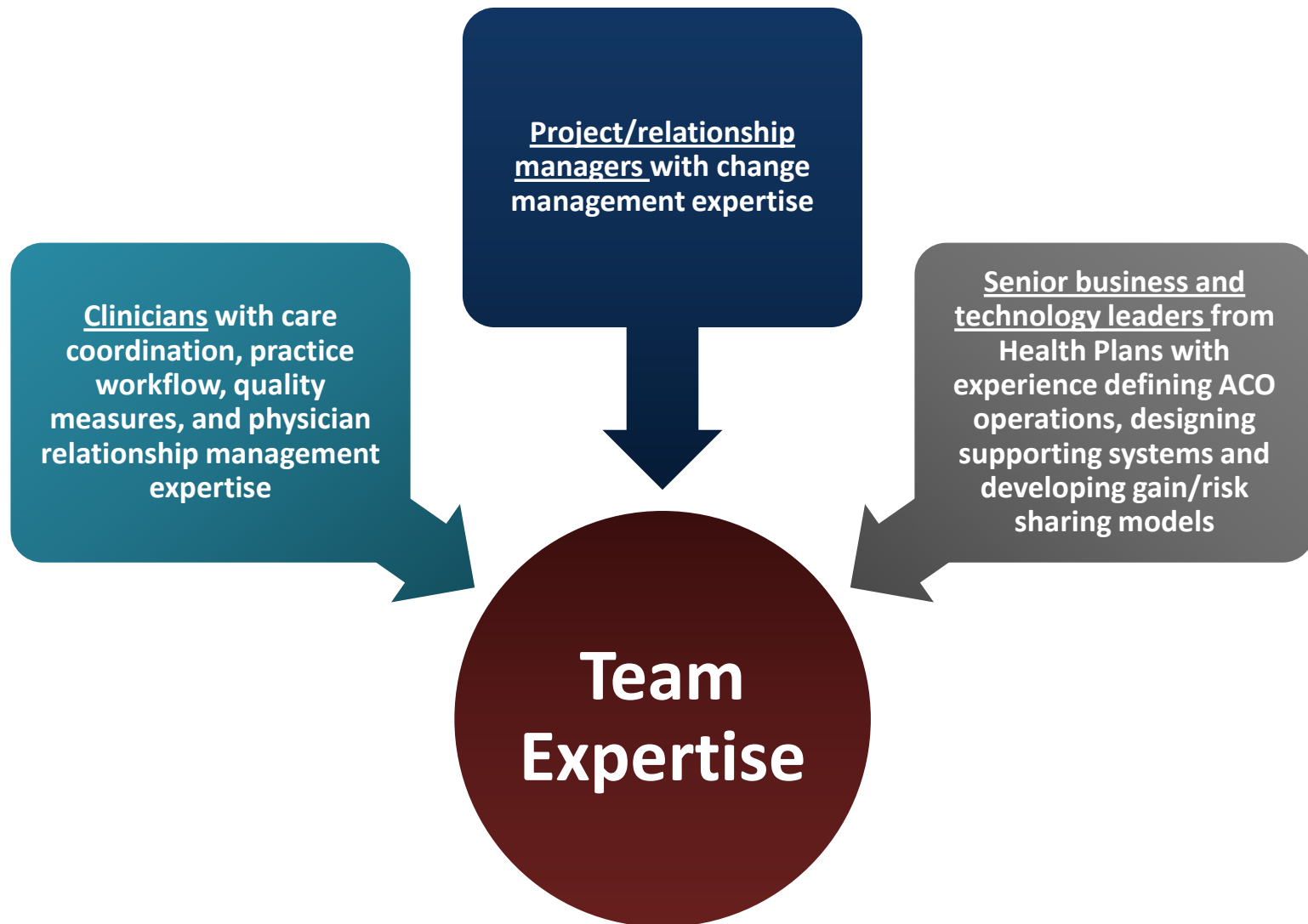
- Advisors to Accountable Care Programs:

- Design Strategy
- Transform Business Operations
- Normalize Data and Systems

- INTELMCS Team's ACO Experience:

- > 60 years operational experience working with the Blues
- Planning, design and operational execution of ACO shared savings models with 2 large independent physician PCP groups and 1 large vertically integrated healthcare system

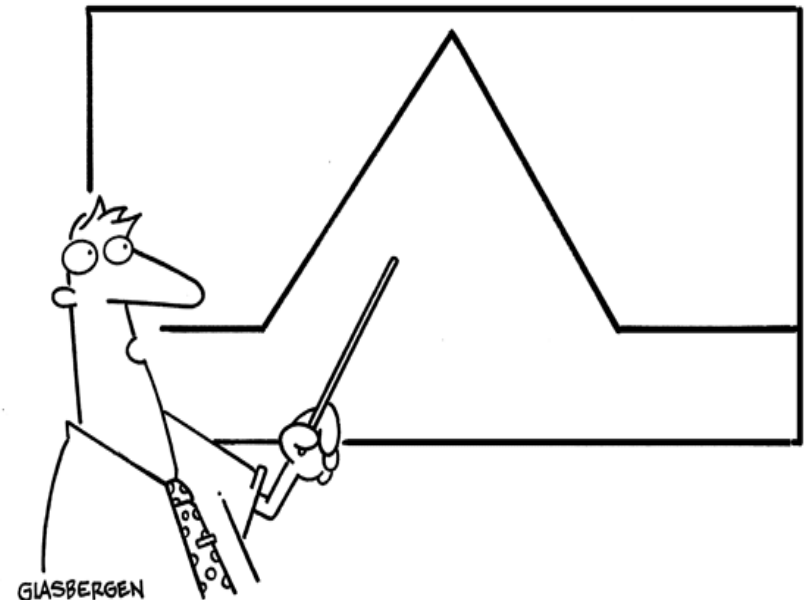
INTELMCS ACO Team Expertise



Why Be First To Market?

- Capture 'critical mass' of patients
- Create a vehicle to increase market share – pick the 'right' partners
- Achieve shared savings to increase reimbursements
- Identify areas of improvement to reduce future losses

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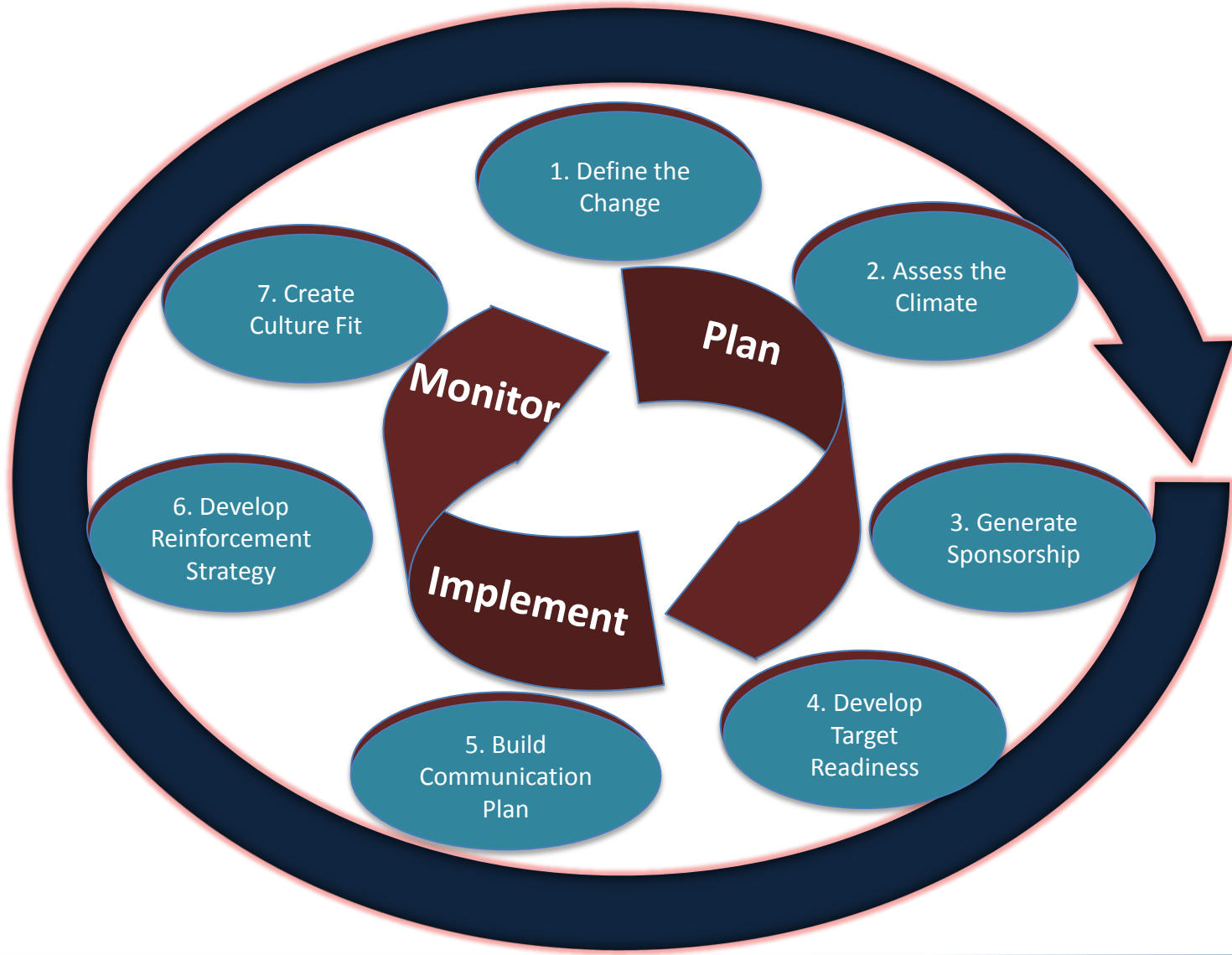


“When preparation and opportunity collide, it causes a seismic upheaval and that’s how mountains of money are made!”

5 Components Needed For A Successful Accountable Care Initiative



Accountable Care Program Life Cycle

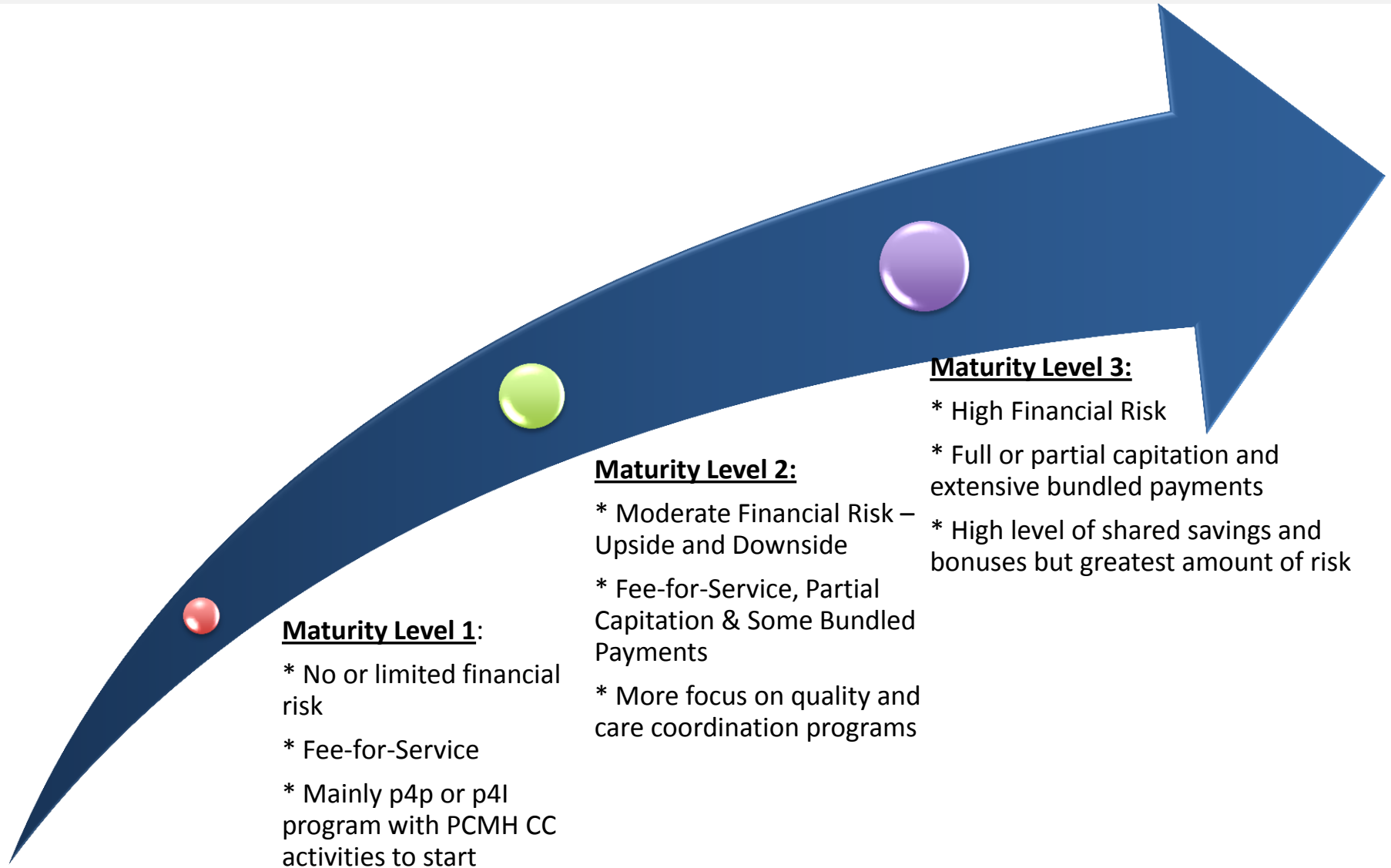


Survey Question

Which implementation phase is your ACO currently in?

1. Planning
2. Implementation
3. Monitoring

Measuring ACO Maturity



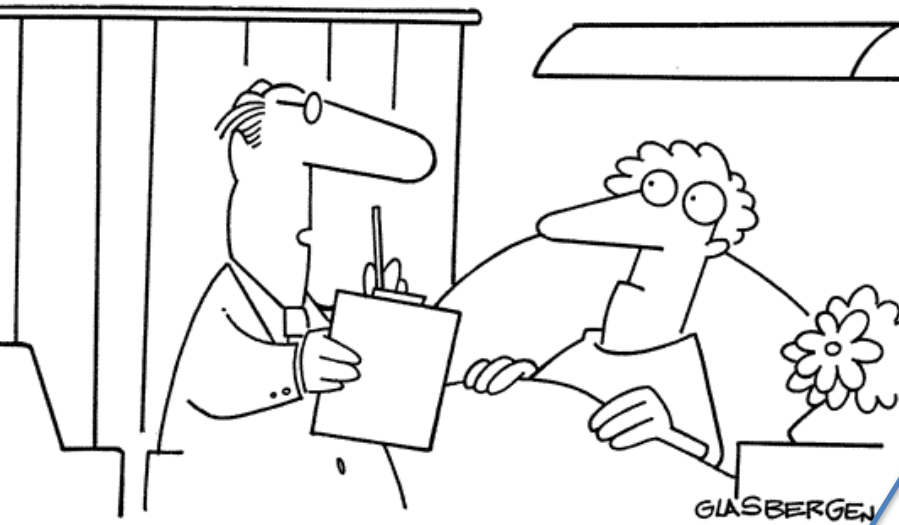
Survey Question

Which maturity level has your ACO achieved?

- Level 1
- Level 2
- Level 3

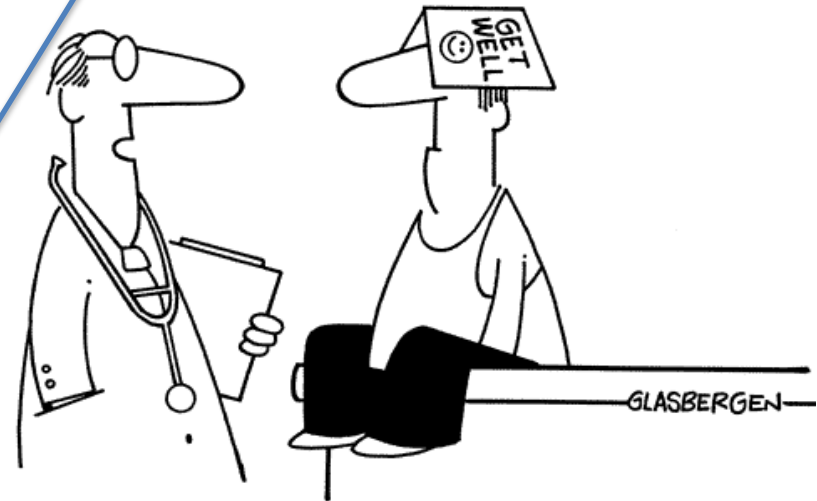
THANK YOU

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"Your insurance only pays 80% of my fee, so I only took out 80% of your appendix."

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"That's all the alternative medicine your HMO will pay for."