

VBP Implementation: Primary Care Provider (PCP)

For more information please visit:
https://www.health.ny.gov/health_care/medicaid/redesign/dsrip/vbp_reform.htm

As a PCP, what should I be doing right now to support my transition to VBP?



Governance

Determine how your organization will participate in VBP:

- Become a **Lead VBP Contractor** and contract directly with a payer
- Become a **Provider Partner** and contract with a Lead VBP Contractor

Business Strategy

- Lead VBP Contractors:** Select the VBP arrangement(s) aligned with your organization's business strategy—the type of care you provide.
 - E.g. A primary care provider contractor may focus on the Integrated Primary Care (IPC) arrangement as opposed to the Maternity arrangement.
- Lead VBP Contractors & Provider Partners:** Understand your value proposition, PCPs are critical because they:
 - Drive attribution in most VBP arrangements
 - Have a strong role in reducing costs related to sick care, care for chronic conditions, and avoidable hospitalization
 - Contribute to the generation of shared savings, particularly in the TCGP and IPC arrangements

Stakeholder Engagement

- Lead VBP Contractors:** Identify payer(s) to contract a VBP arrangement; engage early and often. Consider existing relationships with Managed Care Organizations.
- Lead VBP Contractors:** Assess your provider network based on the VBP arrangement being contracted. Identify gaps, and include additional Provider Partners (e.g., CBOs, Hospitals, BH providers, SUD Providers).
- Lead VBP Contractors & Provider Partners:** Engage, coordinate and collaborate with your Performing Provider Systems (if you are affiliated with one) to share knowledge and lessons learned, to explore possibilities to share data, and to identify additional parties that may be interested in contracting.
- Provider Partners:** Identify and engage Lead VBP Contractors to support a VBP arrangement. Remember your value proposition!

Data

Determine data sources and analytical capabilities that will support your VBP arrangement. Consider:

- The cost of care by selected arrangement
- Total Medicaid members being attributed
- High-utilizing, high-cost Medicaid members—super utilizers
- Areas that have high rates of potentially avoidable complications

Where to access data?

- Lead VBP Contractors** and **Provider Partners** may work with Payers, other providers and PPSs to explore opportunities to access, share and analyze data.

Finance

- Lead VBP Contractors:** Understand your organization's ability and preparedness to take on risk—VBP levels 1, 2 or 3
- Lead VBP Contractors:** Develop a strategy to reward downstream providers
- Lead VBP Contractors & Provider Partners:** Consider your organization's financial impact based on the population served
 - Calculate an estimated amount of shared savings that you can generate

Value Based Payment