

# ACO Gets Second Shot To Succeed At Value-Based Care

Louisiana Physicians ACO (LPACO) needed a new partner to help them successfully move to risk and earn shared savings.

After nearly five years with an Accountable Care Organization (ACO) consulting group and no shared savings achieved, LPACO leadership decided it was time for a change. While clinic staff were motivated and focused, they did not have the necessary support from their consultant or analytics readily available to successfully move to risk in 2020. The ACO was at a crossroads. The leadership was confronted with two options: (1) successfully move to risk in 2020; or (2) dissolve the ACO. No one wanted to shut down the ACO due to significant investments made in building the essential infrastructure to support value-based care contracting.



## CHALLENGES

- Consulting partner with no proven roadmap for moving to risk
- Lack of dedicated, well-trained staff to work with and support clinic needs
- Absence of actionable analytic insights to impact care
- Need for proper diagnosis coding; High benchmark worked against ACO
- Decreasing patient attribution
- High ED utilization (5x higher than optimal for Medicaid population)



## SOLUTIONS

*Achieving success the Aledade way*

- **Passionate staff:** Local team of dedicated boots on the ground support ready to implement change at the practice level.
- **The Aledade App:** Developed by physicians, for physicians, the App aggregates population health data from disparate sources in the form of workflows, wellness worklists, and diagnosis suggestions to help practices make data-driven decisions at the point of care.
- **Experienced ACO partner:** Access to industry leaders with best practices and recommendations that cover the gamut of American healthcare gathered over years of ACO improvements; Direct access to policy, health equity, clinical innovation, technology and

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In two years with an ACO, you should be pretty close to shared savings. If by year 3 you have yet to achieve shared savings, you're on the wrong road. When I met with Aledade, they showed me how my ACO compared to the rest of the market in my state for AWVs - data I didn't even have on myself. Immediately I thought, "Where do I sign?"

– Josh Lowentritt, MD  
CEO of Louisiana Physicians ACO

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population health management experts and more; Highly skilled in ACO portfolio management.

- **Proven clinical model:** Proactive model focused on strategies to immediately impact care and shared savings (implemented ED outreach and home health recertification workflows).



## RESULTS\*

2020

- Nearly 26 percent reduction in ED visits from 2018
- Nearly 20 percent increase in ED follow-up
- \$4.36 million generated in shared savings
- Average \$344 PMPY paid to practices — a 280 percent increase from 2019

2019

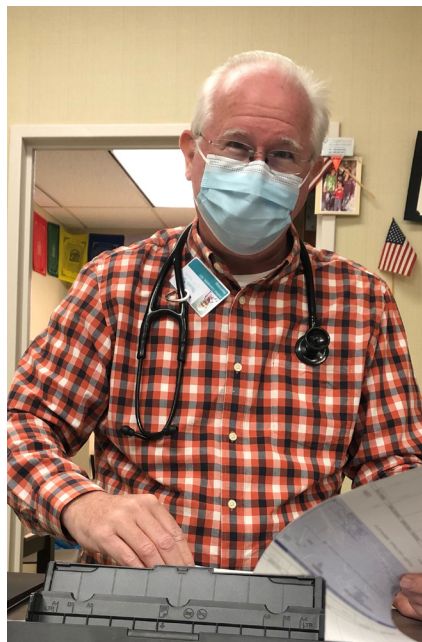
- Nearly 8 percent reduction in emergency department (ED) visits from 2018
- 18 percent increase in annual wellness visits (AWVs) for MSSP patients
- 15 percent reduction in home health recertifications
- \$1.7 million generated in shared savings
- Average \$122 per member, per year (PMPY) paid to clinics
- Moved from over benchmark to below benchmark (-3.5 percent)

\*Past performance may not be indicative of future results.

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Not only does Aledade give you access to incredible amounts of data, but the thing that Aledade has that no one else does is passionate staff — there cannot possibly be another company out there who cares about their doctors and clinics (and making them successful) as much as Aledade does. They know the clinics — sometimes better than the clinics know themselves and that’s the partner you need.

– Josh Lowentritt, MD  
CEO of Louisiana Physicians ACO



## LPACO HIGHLIGHTS



Physician-led ACO based in **New Orleans, Louisiana**



**6** Multispecialty clinics



**~150** Physicians



Joined Aledade in **January 2019**



All value-based care contracts **managed by Aledade**



**2020 shared savings distributed to LPACO practices** in 2021 have provided much needed relief in the face of the COVID-19 pandemic and hurricane disasters