

Accountable Organization Review Checklist

Depending on your specialty and the local markets, you may be interested in reviewing shared savings (Accountable Care Organization - ACO) or bundled payment alternate payment models (APMs). Once you've identified the Accountable Organizations (AOs) in your area that participate in APMs, further review may help you determine compatibility with your goals. While some of the information may be available from the AOs web site, it is likely that you will need to contact the AO directly. You may need to review (or have your lawyer review) contracts to confirm some of this information. You can consider the following in your review:

Is the AO "open"?

- Is the AO accepting or seeking new participants?
 - If you're a specialist, is the AO accepting new participants in your specialty?
- Are you already connected to AO participating providers through referral networks?

What is the AO participant financial, risk, and savings distribution model?

- What APM(s) does the AO participate in? One-sided? Two-sided? Bundles? Payers?
 - Review specifics for each APM arrangement, including patient assignment.
- Are participants subject to "dues" or other up-front financial commitment?
- How are shared savings distributed? Are shared savings distributions based on participant-specific performance?
- For two-sided risk models: how are losses repaid? What are participant responsibilities?
- What is the maximum downside financial risk for participants?
- What are the AOs plans for taking on greater downside risk in future years?

What is the AO quality and performance strategy?

- In talking to a representative of the AO, are they able to articulate their strategy for quality improvement and cost savings?
- Does the AO have specific expectations or strategic initiatives for participants? Would we be required to adopt any specific changes?

- What support services are provided by the AO? How are support services delivered? (E.g.: 1:1 in person coaching, remote support, webinars, etc...)
- What type of analytics support is provided?
- How is the performance of the AO partners measured?
- What are the quality reporting requirements?
- Does the AO use any benefits waivers?

What is the AO's quality and performance track record?

- How long has the AO been operating under APMs?
- What is AO performance record for quality and cost savings?
- What is the AO participant retention rate?

What is the AO's participant experience?

- The AO may have participant survey data. You may also want to talk with colleagues who have been participating to get their impressions.