

Consulting and Service Program: Commercial Bundled Payments



When Cutting Costs Isn't Enough, a New Payment Model Could Be the Answer

Truven Health Has Extensive Experience With Bundled Payments

We back our Commercial Bundled Payments work with a team of experts, a history of success, and:

- A detailed working knowledge of healthcare organizations that utilize bundled payments
- Past and present success stories, with diverse clients including health systems, post-acute networks, health plans, and physician organizations
- Innovative work with a 15-organization knee replacement bundled payment collaborative through Veterans Health Administration (VHA)
- Experience with development and support of cardiovascular bundles
- Extensive work in support of the Centers for Medicare & Medicaid Innovation (CMMI) Bundled Payments

With premiums on the rise and commercial insurers interested in increasing the value return on their healthcare investment, the need for accountability, quality, and sustainability in healthcare spending is probably at the forefront of your mind. Fragmented systems are no longer effective for many organizations, but how do you know if the transition to a new payment model is right for yours? Truven Health Analytics™ now offers our **Commercial Bundled Payments** consulting and service program to help you understand and navigate the change.

Truven Health experts provide you with customized information to evaluate pricing models and negotiate rates with potential purchasers, making your commercial bundled payment initiatives actionable and achievable.

The Truven Health Approach Drives the Results You Want

Our Commercial Bundled Payments engagement provides you with the qualitative and quantitative information — and the guidance — you need to decide whether and how to offer a commercial bundle. We help you:

- Identify if your organization is ready for a commercial bundle
- Understand the market opportunity
- Weigh the financial risks and opportunities
- Determine how you can maintain and improve care quality
- Decide how to price and market your commercial bundle

Your Organizational Needs Are Unique

Our proven methods in market analysis and clinical profiling enable us to quantify your risks and opportunities at the physician and local market levels. Our process includes:



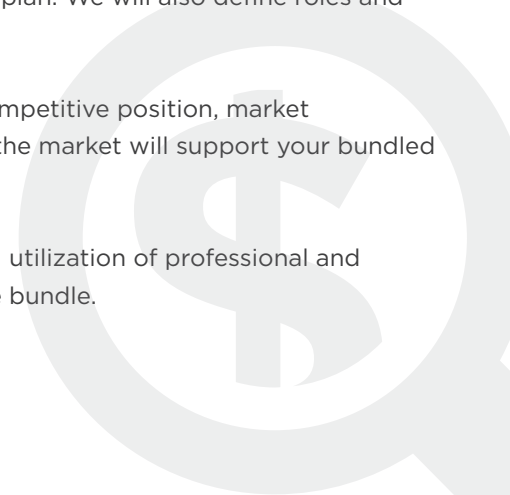
Project Initiation — The Truven Health team will host a project initiation meeting where we will review objectives, requirements, and the project plan. We will also define roles and discuss timeframes.



Market Opportunity Assessment — We evaluate your competitive position, market environment, network configuration, and the likelihood the market will support your bundled payments.



Utilization Profiles Assessment — We benchmark typical utilization of professional and facility services used to provide care for the prospective bundle.





Financial Risk Assessment — Our experts provide a model of your financial risks and opportunities associated with payer contracts around the targeted bundle.



Bundled Packaging Options — We create financial and utilization profiles for professional and facility services, based on the various options you may include in your bundle.



Payer Proposal Review and Feedback — We evaluate the package and pricing components of your bundle from the perspective of a commercial payer.



Review of Findings — Upon completion of the project, we will summarize findings in a written report and present this information to your leadership.

Timeline for a Typical Commercial Bundled Payment Program: **Approximately 12 to 16 weeks**



Get Connected

For more information about the Commercial Bundled Payments consulting and service program, email us at info@truvenhealth.com or visit truvenhealth.com/provider-consulting-services.

Our Team

Our consultants have extensive experience working with hospitals to improve outcomes. They easily combine the advanced analytics of Truven Health with real-world clinical expertise and technical competence. Because of this, our team can seamlessly bridge the gap between data and hospital operations.



ABOUT TRUVEN HEALTH ANALYTICS

At Truven Health Analytics, we're dedicated to delivering the answers our clients need to improve healthcare quality and access, and reduce costs. Our unmatched data assets, technology, analytic expertise, and comprehensive perspective have served the healthcare industry for more than 30 years. Everyday our insights and solutions give hospitals and clinicians, employers and health plans, state and federal government, life sciences researchers, and policymakers the confidence they need to make the right decisions.

Truven Health Analytics owns some of the most trusted brands in healthcare, such as Micromedex, ActionOI, 100 Top Hospitals, MarketScan, and Advantage Suite. Truven Health has its principal offices in Ann Arbor, Mich.; Chicago; and Denver. For more information, please visit truvenhealth.com.

truvenhealth.com | 1.800.525.9083

©2015 Truven Health Analytics Inc. All rights reserved. All other product names used herein are trademarks of their respective owners. HOSP 15248 0115