



Simple But Powerful Solutions That Produce Results **Implementing Population Health Initiatives for Accountable Care**

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Implementing Population Health Initiatives for Accountable Care

Population health management is the foundation for CMS's new value based reimbursement goals. It's time to prepare.....

What we know is that designing and implementing an effective population health program to support accountable care takes more time and talent than your team anticipates. The good news is that these activities are applicable to all of your patient populations and revenue sources – governmental, commercial or private. Here is what we have learned from working closely with operational ACOs and other delivery systems to implement systems for managing population health.

Five Recommendations for Population Health Leaders

As a population health leader, we recommend focused attention on five critical areas whose importance and depth are often underestimated.

1. Your population health initiative is more than a project for your organization; it is important to recognize that you are leading the development of a new way of doing business and building a new culture of accountability. You will need to establish this agenda with clear and consistent messages from the entire leadership team.
2. Set targets for what you are trying to achieve and ensure that leadership is aligned and remain supportive of these targets as volume and budgets shift. Effective population health programs will result in shifts and you need to be prepared to deal with resistance to the change.
3. Establish a dashboard to tell you whether the new initiative is achieving its targets and creating savings. Your dashboard also needs to track costs in order to tell if you are producing the expected ROI.
4. Be serious about achieving the targets by ensuring that all participants understand the actions they need to take and then holding them accountable.
5. Be prepared to make course corrections. While you'll need a roadmap and targets to know where you are going, you will also need to know how to make adjustments when circumstances arise that require changes in the initial plan.

We have learned that implementation and operationalization of a population health management program needs a lot more support early in the change process than most leaders initially anticipate. That support involves more time, energy and creativity by management and not necessarily more products, vendors and technology.

We Can Help

We have extensive experience in the support of population health management and ACO development including the design, organization, readiness assessment, application, implementation and operational phases. In addition to being a trusted advisor, our team can provide the roadmap and program design for case management, UM, readmission reduction, primary care access and communication, post-acute care, operational performance dashboard, evaluation of technology solutions, and systems that lead to avoidance of serious illness episodes, etc.

We have helped organizations with effective execution by deploying skills and systems for providing sustainable and efficient value based care and by building working partnerships between management and physicians.

Our consulting team is made up exclusively of senior leaders who have extensive hands-on experience at the country's top integrated delivery systems. This experience, inside health care organizations, enables us to rapidly assess and accurately diagnose your situation, develop actionable plans that work, and provide implementation assistance and adjustments as you progress. That's the Zolo Advantage.

Contact us for a telephone consultation:

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Watch for our newsletters about:

- Population health management and ACO success factors
- Systems and programs that produce savings
- Systems that support the organizational structure



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