

## Project Overview:

# Pediatric Integrated Delivery Systems (IDS) and Financing Models

## ► Can children's hospitals create a range of financing and delivery models under the new consolidation and reimbursement pressures of health reform?

### Study Objectives: Integrated Delivery Systems

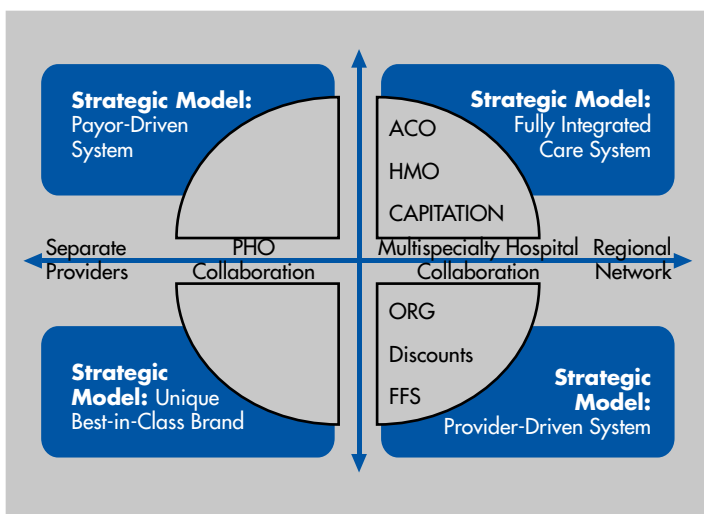
To help children's hospitals strategically plan for changes related to health reform and other market forces, CHCA, its Owner Hospitals and two leading consultant groups (Kurt Salmon and CSC) are working together to:

- Define the potential models for supporting a pediatric integrated delivery system in the changing landscape
- Evaluate the potential drivers for integrated delivery systems including:
  - Physician organization and relevant academic relationships
  - Hospital organization and care models
  - Capital and funding availabilities
  - Strength of vision across governance, operations and affiliates

### Study Objectives: Financing Models

The second element of this study addresses the financial models that may result from changes in the health care industry. Specifically, the researchers will:

- Develop thought leadership relating to potential payor-provider models including existing precedents such as Medicaid HMOs as well as evolving models including Accountable Care Organizations (ACOs), bundling, new models for physician contracting and management such as medical homes, and population-based contracts among others.
- Frame likely payor models through which pediatric reimbursement is expected at the federal, state and commercial levels
- Evaluate administrative support possible at the sponsoring payor versus the contracted network across the models
- Provide examples of pediatric (or comparable sub-specialty provider) configurations in each major model/scenario



### Timeline and Resources

April: Strategic Planning and Business Development Forum members discuss key attributes of an integrated delivery system

May to July: Profile current financing models/risk arrangements at Owner Hospitals

August: CFOs provide input on financing models

September: Roundtable discussion regarding health care financing models and integrated response; provider network scenarios and strategy response

October: Revenue Cycle Forum members discuss reimbursement trends and implications for range of financing models

November: Present project results to hospital executives at CHCA Executive Dialogue and distribute final report

2011: COOs and CFOs receive presentation and further discuss results/implications at their spring meetings



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### Owner Hospital Participants – Aug. 2010 Workshop

- Christopher Born, President, Texas Children's Health Plan (Houston)
- Pam Carr, Executive Director, Partners for Kids (Columbus)
- Bob Finuf, Chief Executive Officer, Family Health Partners (Kansas City)
- Nancy Humbert, Vice President Strategic Business Planning and Public Affairs (Miami)
- Laurisa R. Jackson, CPA, Vice President of Revenue Cycle and Supply Chain (Kansas City)
- M. James Kaufman, Ph.D., Vice President of Public Policy (NACHRI)
- Thomas F. Long, M.D., FAAO, Committee Child Health Financing Chairperson (AAP)
- Rick Majzun, Vice President, Strategic Operations and Planning (St. Louis)
- James McCaughey, Chief Strategy Officer (Palo Alto)
- Chad Moore, FHP Director of Govt Relations (Kansas City)
- Mary D. Peterson, M.D. MHA, FACHE, President and Chief Executive Officer, Driscoll Children's Health Plan (Corpus Christi)
- Dallas Polen, CMH Chief of Public Policy Strategy (Kansas City)
- Jeremiah Radandt, Chief Financial Officer (Primary Children's Hospital-Salt Lake City)
- Jo Stueve, Executive Vice President, Co-Chief Operating Officer (Kansas City)
- Larry Tubb, Senior Vice President, System Planning (Fort Worth)
- David Westbrook, CMH Sr VP, Strategy and Innovation (Kansas City)

### Consultants

Kurt Salmon: Mark Wietecha, Amy Knight  
CSC: Tom Enders, Gary Anthony

### Learn More

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