

“COPE Health Solutions is aligned with my organization’s mission and values. They are a partner to me to improve the health of our members and to improve the workforce of the future.”

*Bob Blair, Chief Administrative Officer,
Southern California Permanente
Medical Group, Kaiser Permanente*

COPE Health Solutions helps health care organizations thrive in the current complex and uncertain pluralistic payment environment and achieve visionary, organizationally relevant results. The firm has expertise in all aspects of population health, strategy, delivery system development, payment systems reform, workforce development, and value-enabling services, including peerless analytics and performance improvement.

Our multidisciplinary team of health care experts provides our clients with the experience, capabilities, and tools needed to plan for, design, implement and support both the development and execution of strategy. We partner with our clients through aligned mission and financial incentives to pursue performance excellence in a challenging and rapidly evolving health care environment.

We strive to help our clients build their own internal expertise and capabilities as we work together to provide clear, results-oriented solutions to achieve immediate and long-term success.

SUCCEED IN THE PLURALISTIC PAYMENT ENVIRONMENT

STRATEGY: NAVIGATE AMID COMPLEXITY AND UNCERTAINTY



- What strategies enable success in a pluralistic payment environment?
- Should we consider entering the payor (or provider) space?
- Are there vertical or horizontal merger opportunities that would enable growth or advance population health?
- How quickly should we move to adopt value-based payment?
- What is the best way to ensure that our talent is configured to execute strategy and achieve required operating results?

HEALTH SCHOLARS: PREPARE YOUR WORKFORCE FOR THE FUTURE



- Do we need to review our staff resources and identify shortage areas?
- How will the care model change, as value-based payment becomes more prevalent?
- Are there opportunities for us to deliver a more comprehensive care management experience?
- How can care navigators improve the delivery of care?
- How do we empower patients to participate in the care process?

“There are a lot of analytics tools in the market, but COPE Health Solutions’ ARC Suite is truly unique in its ability to analyze our own claims data across all lines of business so that we can identify opportunities to ensure success in a risk-based environment. This, along with the deep expertise in managed care that the experts at COPE Health Solutions provide, have helped us make data-driven decisions to meet our strategic goals.”

Stephen Rosenthal, *Senior Vice President, Population Health Management, Montefiore Health System and President of CMO, Montefiore Care Management*

DELIVERY SYSTEM DEVELOPMENT: DESIGN CARE TO DRIVE VALUE



- Where are our network “gaps” in the continuum of care?
- How can community based organization (CBO) integration help strengthen our network?
- What opportunities exist to advance clinical and physician integration?
- Are existing care and disease management programs effective?
- What short-term clinical interventions will immediately close quality gaps?
- Which care models yield the highest clinical value in the ambulatory and community settings?

PAYMENT SYSTEMS REFORM: OPTIMIZE THE MIX OF VOLUME AND VALUE



- Are we maximizing our premium dollars?
- How is our ACO, CIN, IPA or health plan performing?
- Are there contracting opportunities that would accelerate the shift to value-based payment?
- Is our organization ready to accept down-side risk?
- What is the value of our attributed population?

ENABLING SERVICES: DISCOVER OPPORTUNITIES AND IMPROVE PERFORMANCE



- Who are over/under performing providers; are there opportunities to improve clinical efficiency?
- What is the return on investment of short and long-term opportunities?
- What performance indicators are currently tracked or should be tracked?
- Are there sufficient project management resources for key initiatives?
- Who is responsible and accountable for achieving strategic goals?

COPE Health Solutions is a national leader in helping health care organizations succeed amid complexity and uncertainty

Contact us at info@copehealthsolutions.com or visit our website to learn more about how we can help your organization thrive in a pluralistic payment environment