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# IAC/NAACOS Survey of Value-Based Contracting and Operating Costs

November 2022

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## Overview and Summary

- 100 organizations responded to the survey.
  - Respondent MSSP ACOs were larger and more likely to include a hospital than MSSP ACOs overall
  - Respondents reported 15.5 million covered lives in value-based contracts (VBC)
- 75% of respondents reported a Medicare Advantage VBC; 75% percent reported a commercial VBC; and 35% reported a Medicaid MCO VBC
- Two-thirds reported downside risk in MSSP or DCE; 39% reported downside risk in MA and 46% reported downside commercial risk contracts
- We conclude from this survey that organizations participating in MSSP have increased participation in value-based contracts with other payers and are now taking substantial levels of downside risk
- Contact us if you have questions: [analytics@institute4ac.org](mailto:analytics@institute4ac.org)



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## Reporting of Covered Lives by Type in 2022 (N=100)

	Number Reporting	Percent of Total
All Respondents	100	100%
Medicare-only	18	18%
Multi-Payer	82	82%
Reported by payer but not by risk contract	8	8%
By payer and by risk contract	92	92%
Multiple payers by risk contract*	74	74%

\* i.e., Excludes Medicare Only ACOs



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## Characteristics of 2022 Survey Respondents

Type of Medicare ACO Contract	All 2021 Medicare ACOs	2022 Survey Respondents
MSSP One-sided risk	46%	44%
MSSP Two-Sided Risk	54%	56%
<b>Region</b>		
Northeast	19%	22%
Midwest	22%	27%
South	44%	37%
West	15%	13%
<b>MSSP Start Year</b>		
2012-2015	32%	38%
2016-2020	68%	63%
<b>ACO includes a Hospital</b>		
Yes	49%	70%
No	51%	30%
<b>Attributed Beneficiaries</b>		
40,000+	13%	21%
20,000-39,999	18%	30%
10,000-19,999	32%	23%
<9,999	36%	26%



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### Total Covered Lives by Payer for 2022 Survey Respondents (N=100)

Payer	Total Covered Lives
Traditional Medicare	2,844,578
Medicare Advantage	1,726,778
Commercial	7,675,915
Medicaid MCO	1,682,789
Medicaid	984,800
Direct to Employer	324,785
Other (Mostly Employee Plans)	305,735

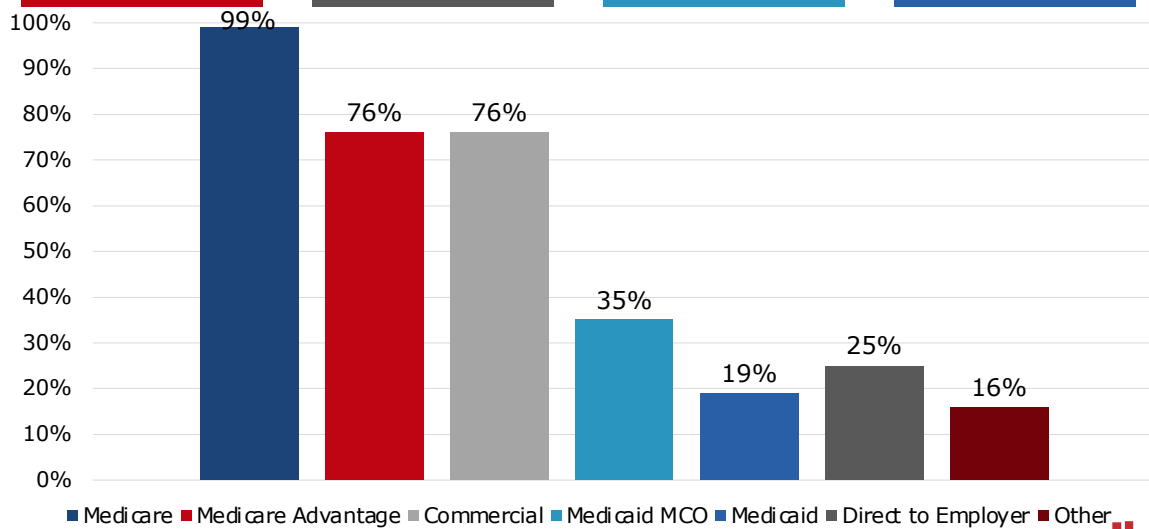
Source: Self-reported data from 100 organizations participating in Medicare ACO Models.



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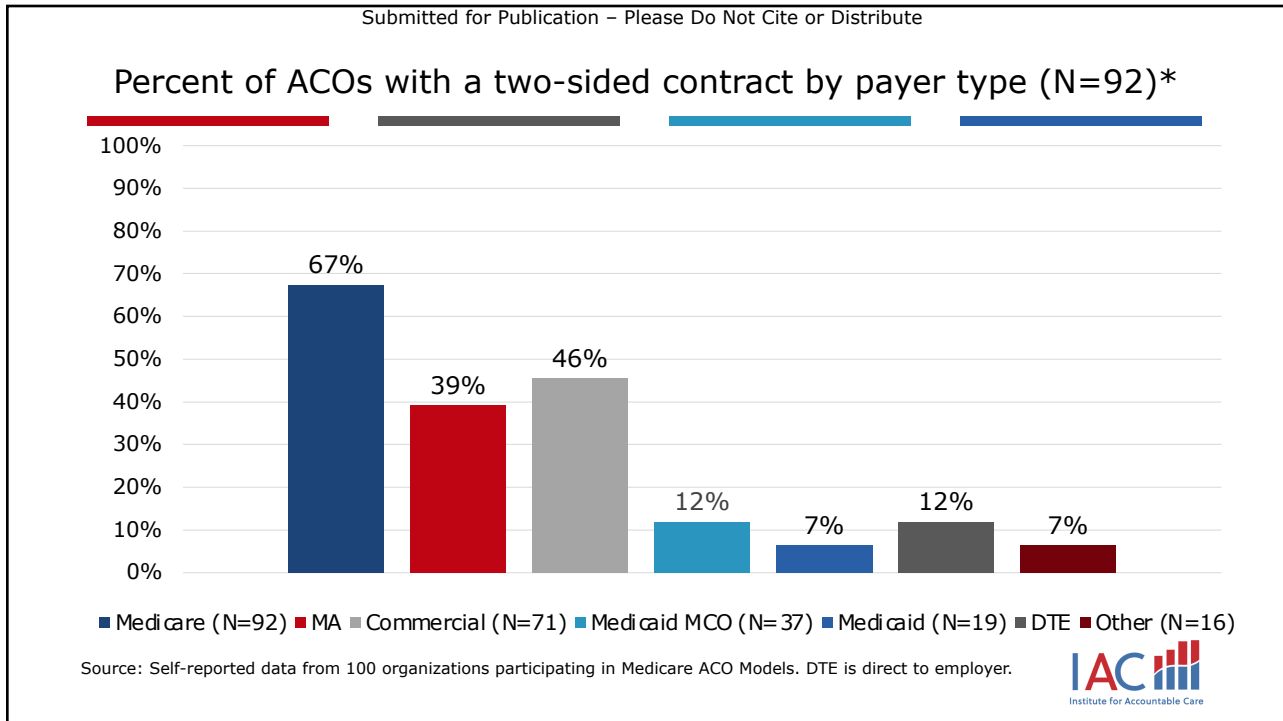
### Percent of ACOs with a value-based contract by payer type (N=100)



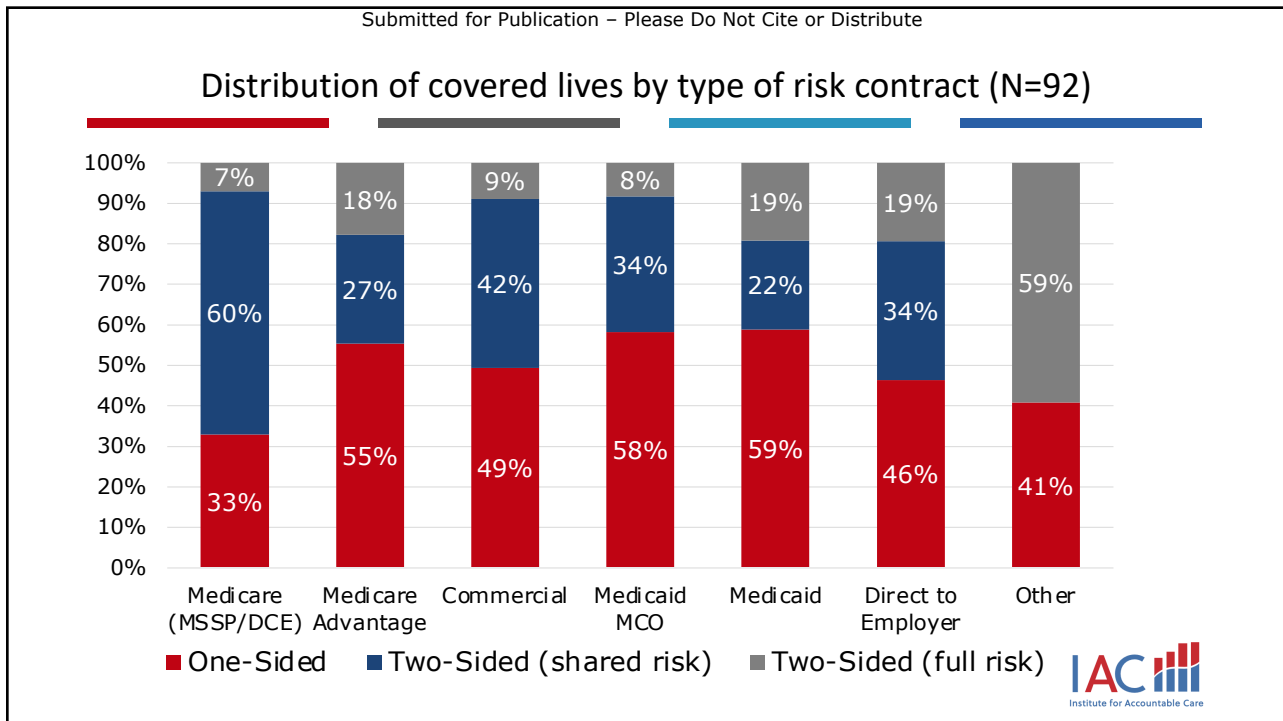
Source: Self-reported data from 100 organizations participating in Medicare ACO Models. DTE is direct to employer.



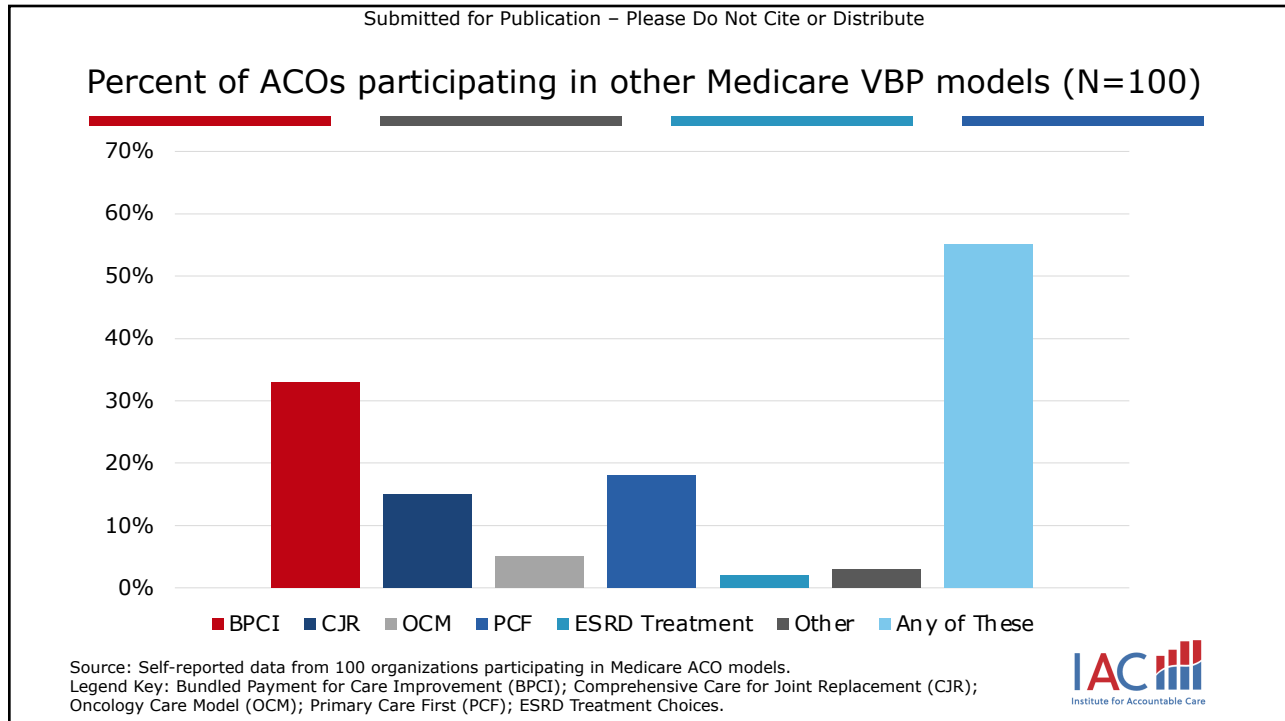
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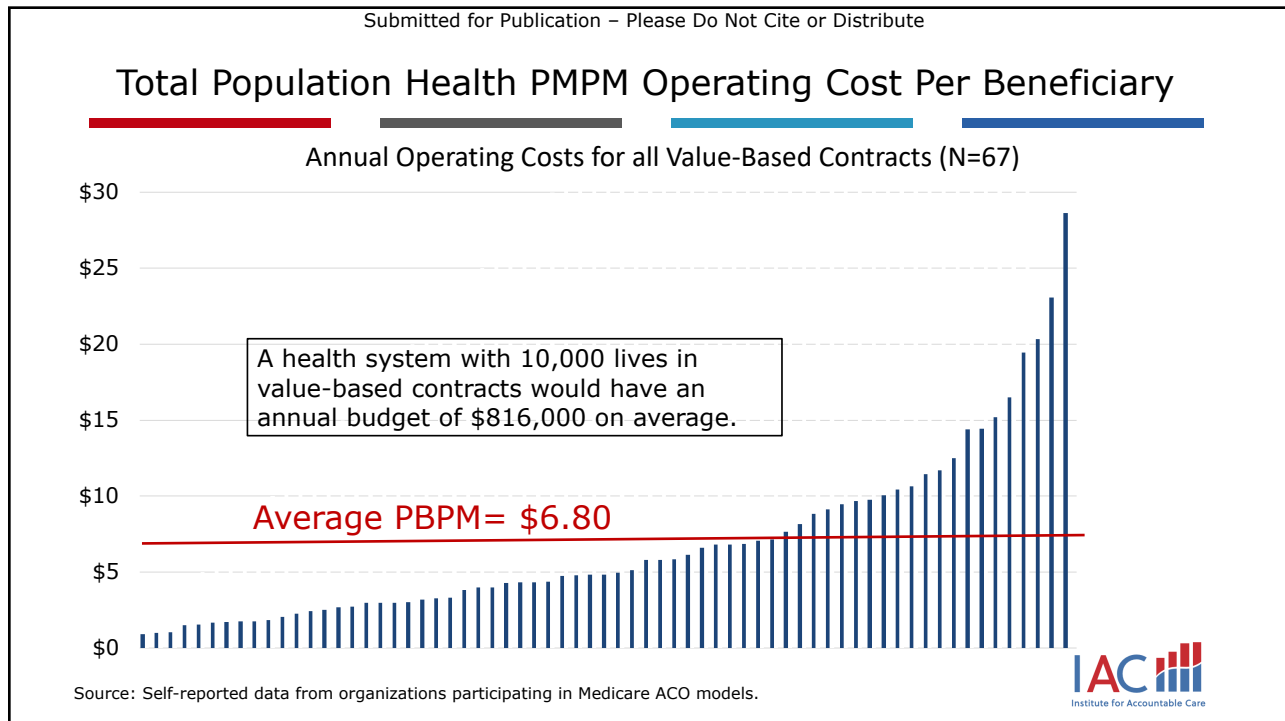
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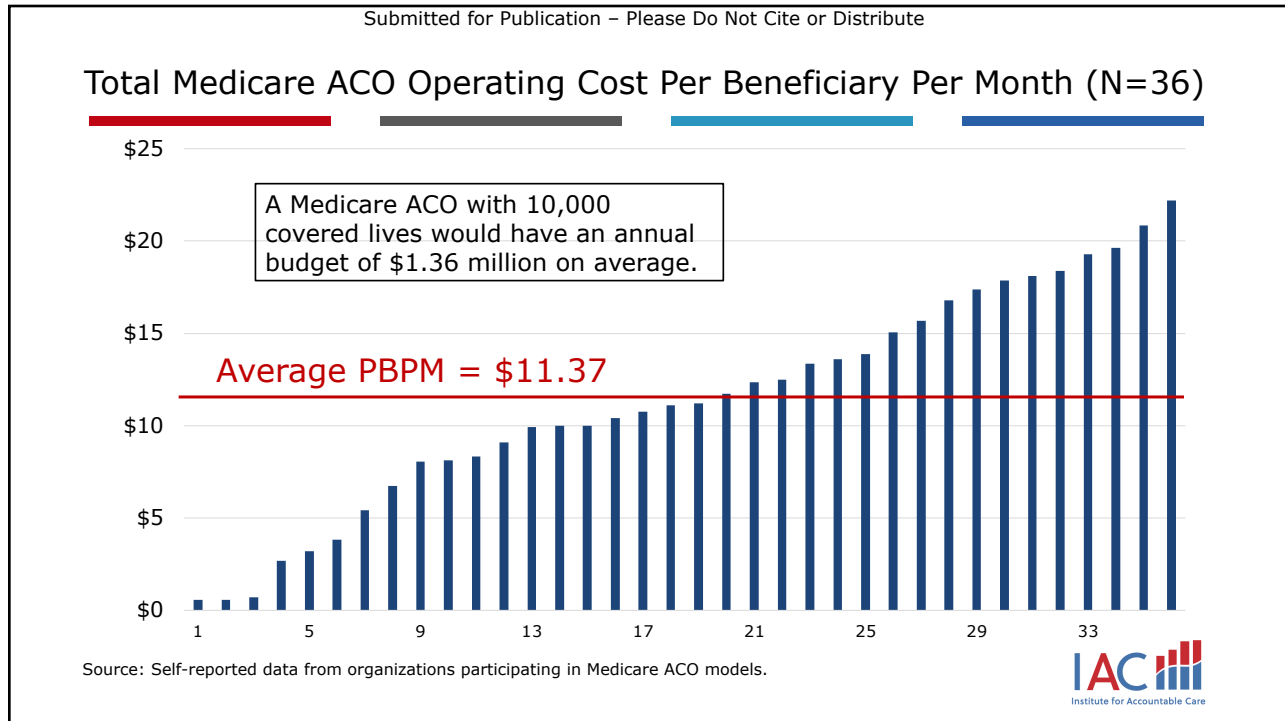
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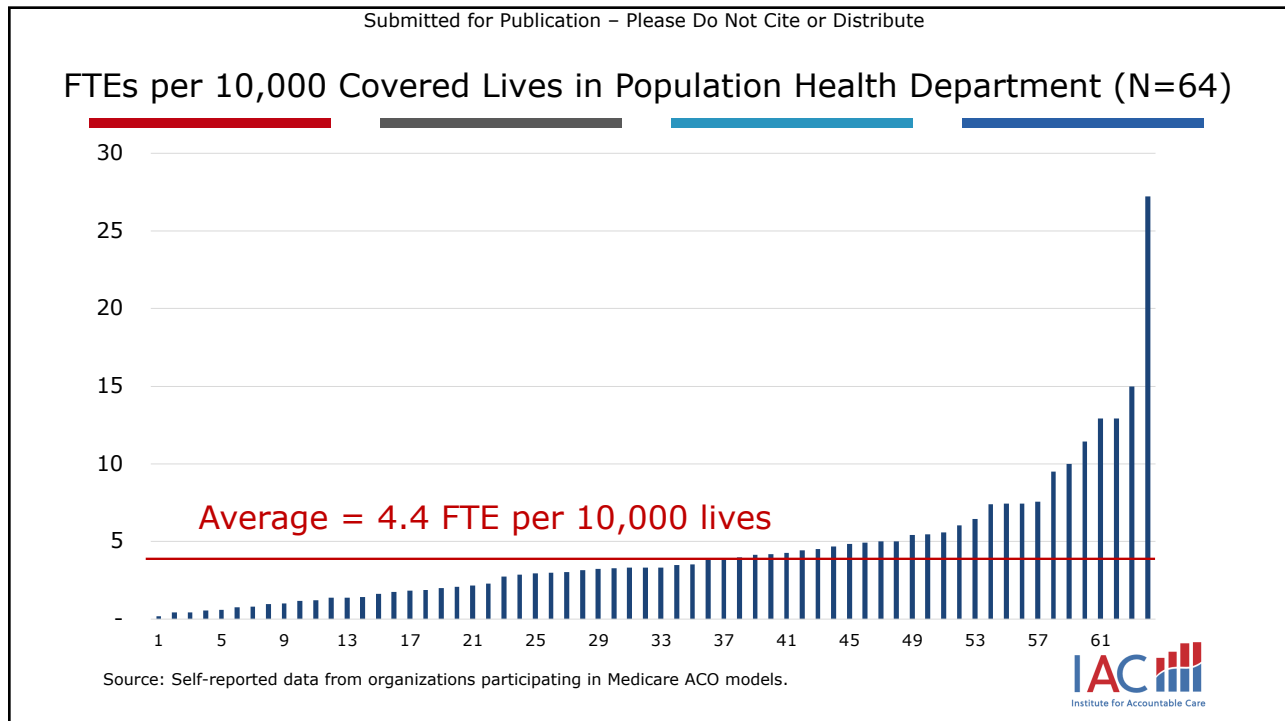
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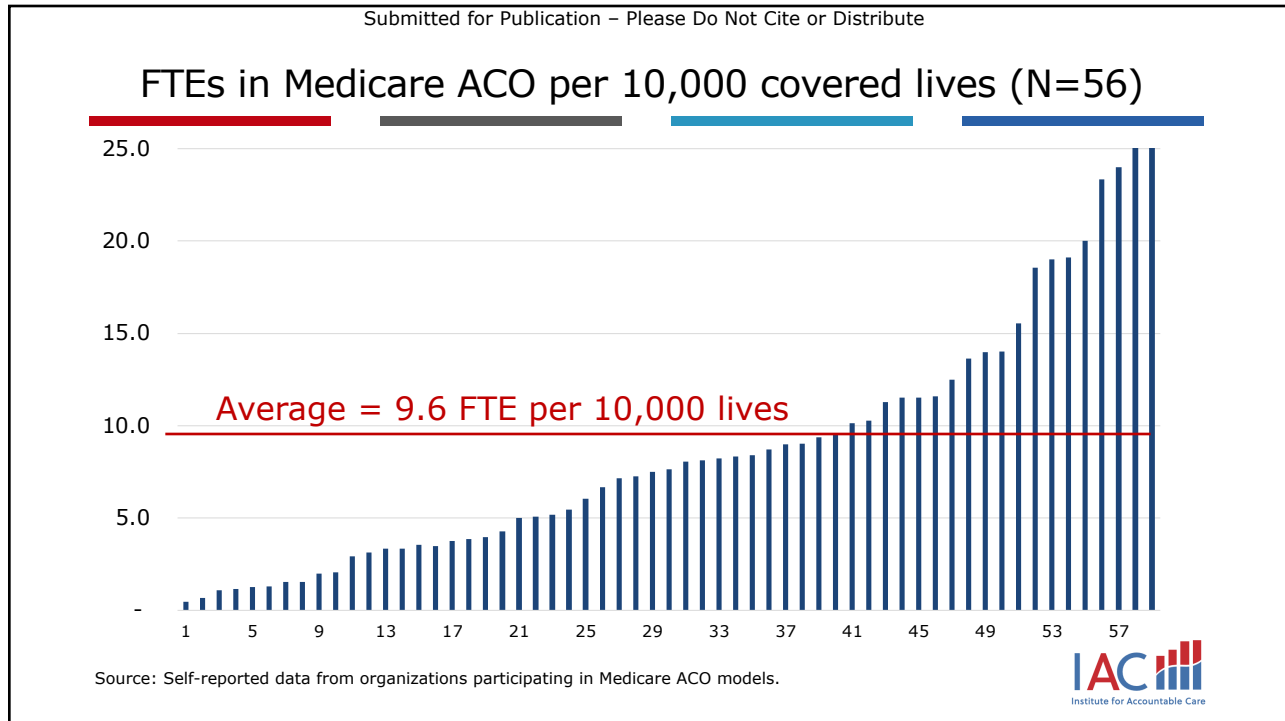
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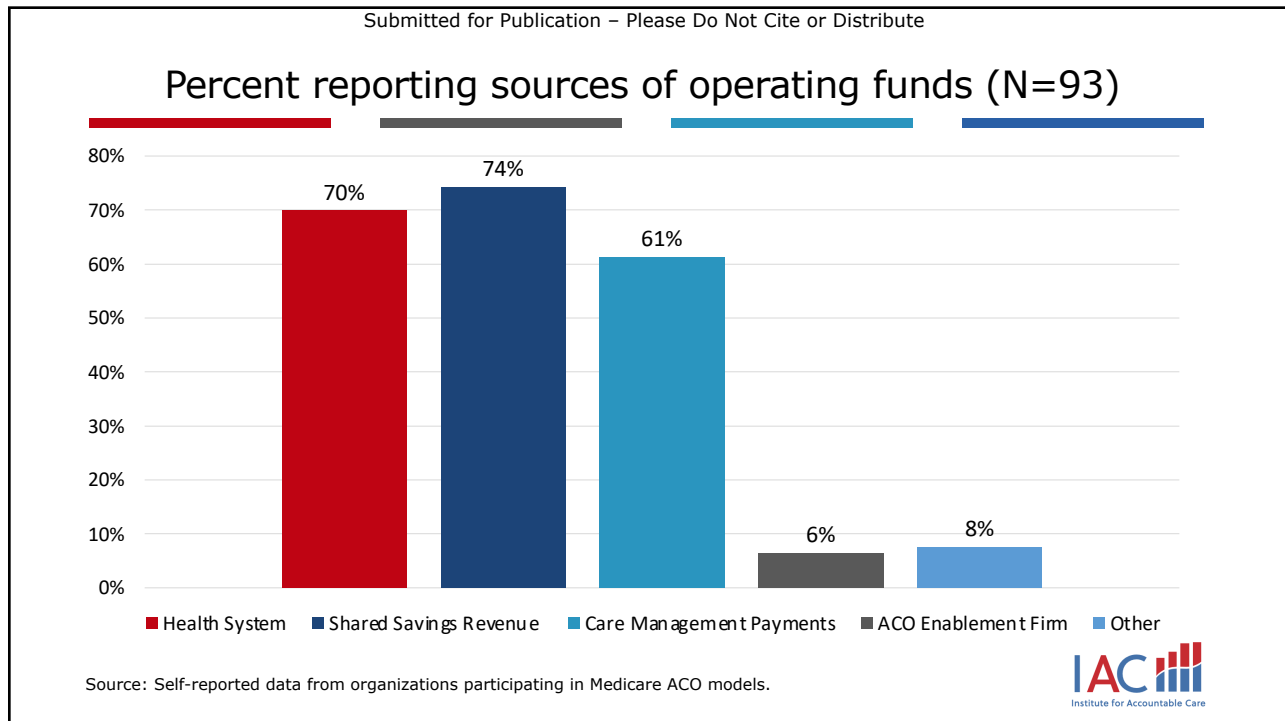
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## Part 2: Analysis of 30 ACOs that reported in 2018 and 2022

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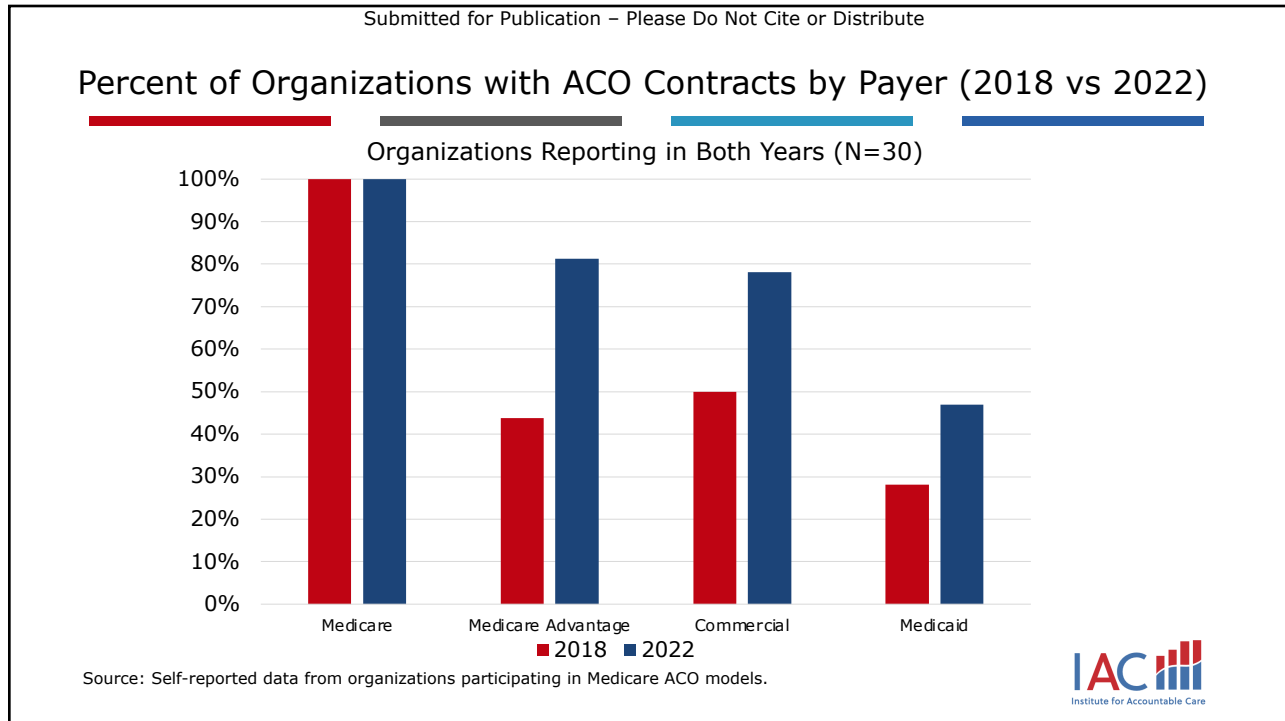
### Total Covered Lives by Payer in 2018 and 2022 (N=30)

Payer	2018 Lives	2022 Lives	Change
Medicare (MSSP/DCE)	967,208	1,219,507	26%
Medicare Advantage	178,185	824,788	363%
Commercial	2,252,400	3,492,126	55%
Medicaid MCO	689,500	1,043,154	51%

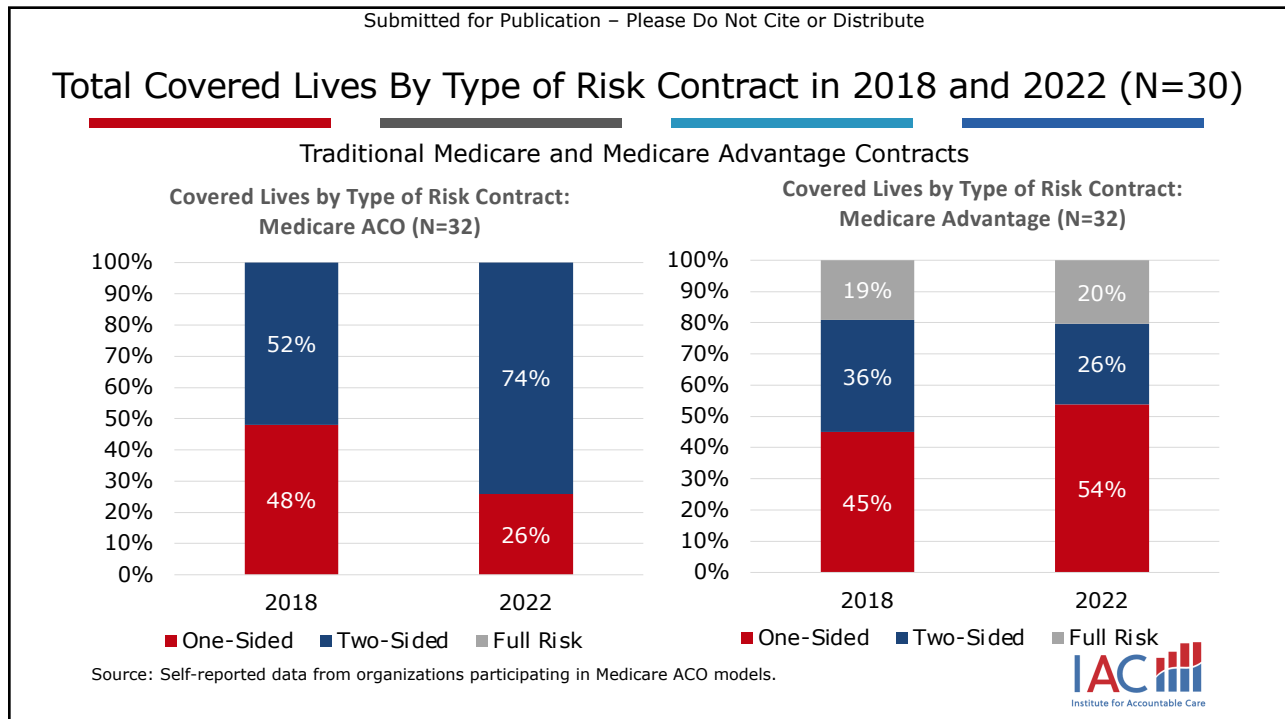
Source: Self-reported data from organizations participating in Medicare ACO models.

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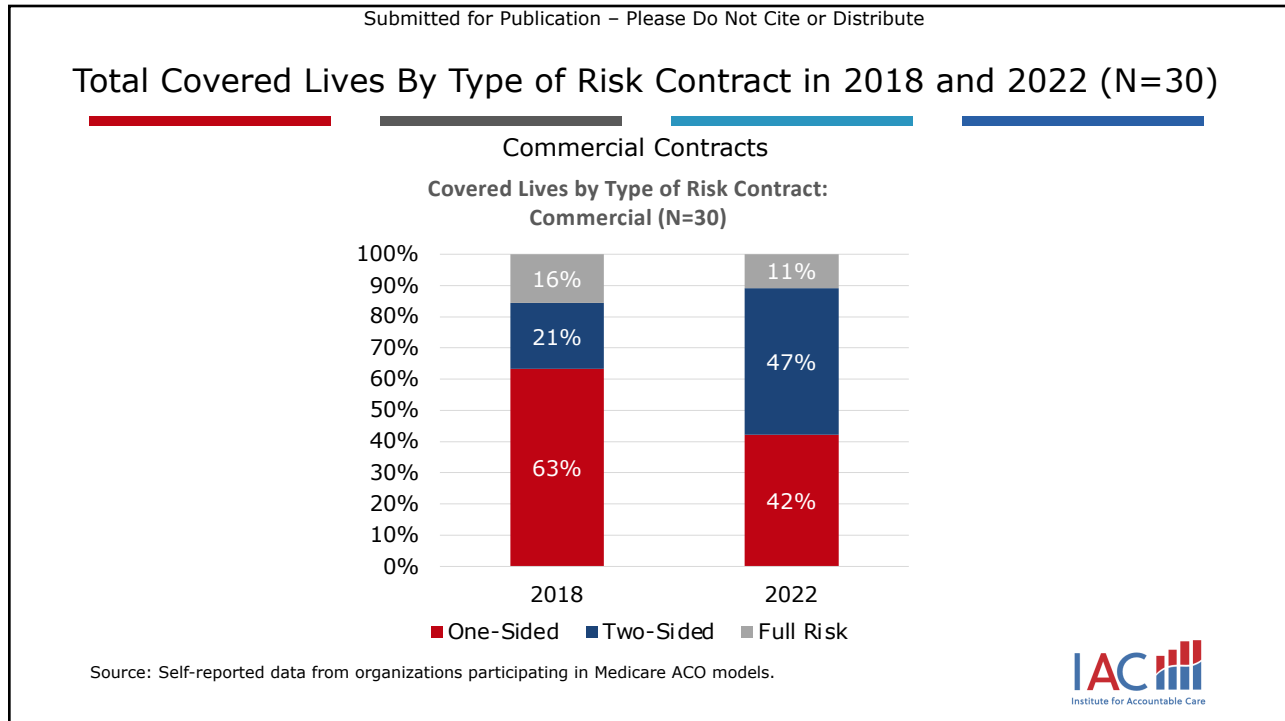




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## Thank You

Thank you for participating in this survey

If you have questions or comments, please send us an email: [analytics@institute4ac.org](mailto:analytics@institute4ac.org)

<https://www.institute4ac.org>



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