

# Healthcare Executive Roundtable: Maintaining Financial Stability & Finding New Revenue Sources in a Rapidly Changing Payer Environment

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Thursday, September 26, 2019  
9:00 AM - 12:00 PM CT  
Winstead PC  
2728 N. Harwood Street | Suite 500  
Dallas, Texas 75201



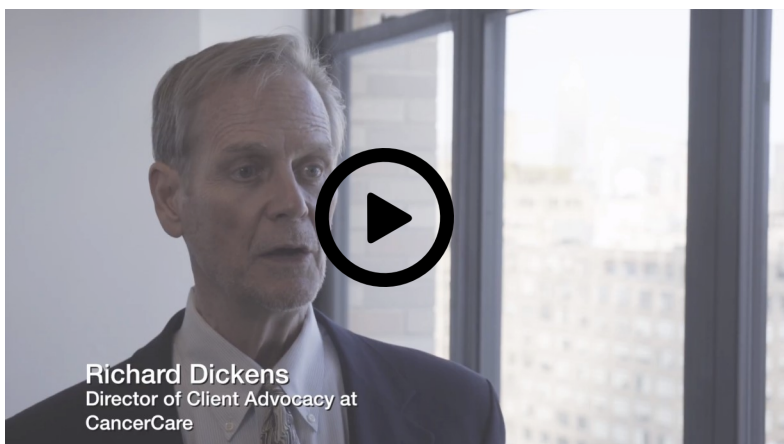
# Introduction

This executive roundtable brings together healthcare executives, key opinion leaders, and patient groups from the provider, payer, technology, pharmaceutical, and other sectors for an intimate and collaborative discussion on value-based contracting. The exclusive, limited-attendance roundtable is designed to provide the top thought leaders with the latest insights and ideas on how to develop successful value-based contracting strategies and facilitate revenue growth. The half-day roundtable brings these leaders together for a morning of collaboration and co-learning.

## Key Discussion Points:

- Value based contracts: What data is necessary to facilitate revenue growth?
- Where can you get more support or leveling of the playing field for value based contracting?
- Reviewing and taking inventory of hundreds of different value based contracts: analyzing the variations and investing in refined areas to be successful
- What has worked well in negotiations with health plans?
- Having the right data / transparency and preparing for alternative payment models
- Analyzing new types of data supporting revenue growth in value based contracting (i.e. rates and rate increases)
- Predictive analytics and reducing issues

[Click Below to See Video of Prior Healthcare Executive Roundtable](#)



# Agenda

9:00 AM Registration, Breakfast, & Networking

9:25 AM Opening Comments

Ananya Stoller, Senior Project Manager at CHI;  
John Kincade, Shareholder at Winstead PC

9:30 AM Distinguished Welcoming Remarks

Paul Schuhmacher, Managing Director at AArete

9:35 AM Introductory Overview

Scott Rees, Director at AArete

9:45 AM 1st Module

Co-Moderated by Paul Ceverha, Managing Director at AArete and Dr. Tom Summerfelt, PhD, President, North America at Convergence CT; Vice Chair of CHI Board

10:45 AM Coffee Break

11:00 AM 2nd Module

Co-Moderated by Paul Ceverha, Managing Director at AArete and Dr. Tom Summerfelt, PhD, President, North America at Convergence CT; Vice Chair of CHI Board

11:55 AM Distinguished Closing Remarks

Dr. Joseph Barcie, University of Chicago Medicine;  
Bhavesh Modi, Attorney & Member, Healthcare Industry Group at Winstead PC

Presented By



Sponsored By



Hosted By



Special Thanks to CHI Corporate Members



# Event Co-Chairs



## **Dr. Joseph S. Barcie, MD, MBA**

International Department, Strategy & Business Development  
Latin America, Caribbean, Canada, Spain  
The University of Chicago Medicine

Dr. Barcie has recently joined the prestigious University of Chicago, Medicine as their Strategy and International Programs leader with responsibilities in Spain, Canada and Latin America. Before this new appointment, Dr. Barcie has served as Corporate Senior Vice President of International Operations for Christus Health. In this position, he led day-to-day operations for Christus Health's international division, which includes the third largest healthcare system in Mexico, the most prestigious academic medical center in Chile and the largest integrated health system in Colombia and a variety of charity clinics, cancer centers reference labs, pharmacy services, call center and Shared Services Division with a total of almost 17,000 employees, 2,100 employed physicians serving over 6.5 million patients per year. Dr. Barcie has P&L responsibilities for over \$875 million in revenues and leads the system's international M&A expansion in Latin America. Dr. Barcie has 25 years of experience in the healthcare field, including significant senior level experience in hospital administration in both the U.S. with HCA, Tenet and Mount Sinai Medical Center and in Latin America, and is fluent in Spanish and Portuguese. Over the course of the last decade, Dr. Barcie has led the value creation of over \$ 3 billion USD in M&A, Rollups and new facility construction projects. Although Dr. Barcie has traveled to over 20 countries in Latin America and The Caribbean and lived in Brazil, Spain, Costa Rica, Chile, Mexico and Colombia he now resides in Dallas Texas with wife and son.



## **Dr. James Gillespie, PhD, JD, MPA**

President and Co-founder of the Center for Healthcare Innovation

Dr. James J. Gillespie, PhD, JD, MPA, is a consultant, researcher, and scholar in the application of advanced analytics, business intelligence, and big data to address challenges and opportunities for healthcare, biopharmaceutical, medical, and technology companies. His research has appeared in numerous peer-reviewed academic outlets and top industry/trade journals, and he is the lead author of the book: "Patient-Centric Analytics in Health Care: Driving Value in Clinical Settings and Psychological Practice" published by Lexington Books. With two MD physician colleagues, he is working on a new book: "AI and Machine Learning: Revolutionizing the Future of Healthcare and Medicine." Dr. Gillespie's research has appeared in Academy of Management Review, American Behavioral Scientist, European Journal of Social Psychology, Federal Reserve Bank, Harvard Business Review, and Strategic Management Journal. His education includes Northwestern University Kellogg School of Management, M.A., Ph.D.; Harvard University School of Law, J.D.; Princeton University Woodrow Wilson School of Public Policy, M.P.A.; Massachusetts Institute of Technology, B.S.; Carnegie Mellon University Heinz School; and Rand Graduate School.

# Roundtable Leaders



**Paul Schuhmacher**

[Distinguished Welcoming Remarks](#)

Managing Director at AArete

Paul Schuhmacher is a Managing Director in AArete's Strategy & Operations practice and is based out of AArete's Los Angeles office. He has nearly 10 years of consulting experience across a variety of industries including extensive experience with Healthcare payers. Paul specializes in using data analytics to drive strategic decisions and operational improvements with minimal disruption throughout organizations. Prior to joining AArete, Paul began his career at Huron Consulting Group where he worked on corporate disputes and fraud investigations. He holds a Bachelor of Business Administration from Indiana University's Kelley School of Business and is a Certified Fraud Examiner.



**Scott Rees**

[Introductory Overview](#)

Director at AArete

Scott has over 15 years of healthcare industry experience in consulting with extensive expertise in implementation projects for large health systems and complex consulting projects. He specializes in advanced analytics and modeling, regulatory requirements, pricing services, strategic planning and health systems revenue cycle. Scott has experience with multiple predictive modeling techniques as well as operational research / management science analytics such as time series forecasting, queuing theory, simulations and probability distributions. Prior to joining AArete, Scott worked in the healthcare practices of Ernst & Young, Deloitte and Crowe. Scott holds a Bachelor of Business Administration degree from Indiana University's Kelley School of Business, a Masters of Health Administration degree in Hospital & Healthcare Facilities Administration from Indiana University's Richard M. Fairbanks School of Public Health and a Masters of Business Analytics degree from the Mendoza College of Business at the University of Notre Dame.

# Roundtable Leaders



**Paul Ceverha**

Co-Moderator

Managing Director at AArete

Paul Ceverha is a managing director with AArete's healthcare strategy team. He has an extensive track record of developing new and innovative approaches to complex clinical, IT, operational, and market opportunities. Paul has served in various roles as a senior executive, program manager, CTO, industry subject matter specialist, and technical architect. He has extensive experience in, and broad knowledge of, clinical and business intelligence, and regularly advises hospital systems on the enablers required for bearing risk and improving outcomes on populations.



**Dr. Tom Summerfelt, PhD**

Co-Moderator

Vice Chair of the Board of Directors at CHI

President, North American at Convergence CT

Dr. Thomas Summerfelt, Ph.D., is the President, North America at Convergence CT, which works collaboratively with health care providers and life science companies to leverage real-world data within their Global Healthcare Data Network™ to improve outcomes for stakeholders across the healthcare ecosystem, especially patients. Prior to this role, Dr. Summerfelt was the Vice President of Research & Innovation at Advocate Health Care. Dr. Summerfelt earned his Ph.D. from Vanderbilt University and focused his doctoral and post-doctoral training on Health Services Research. He has held faculty appointments at Vanderbilt, Michigan State, and University of Chicago. His scholarly work focuses on effectiveness research, program evaluation, and value-based analysis.



# Host Comments



## **John Kincade**

Co-Chair, Securities Litigation & Enforcement Practice Group at Winstead PC

John Kincade is Co-Chair of Winstead's Securities Litigation & Enforcement Practice Group. He practices at all levels of federal and state securities litigation, arbitration and regulatory enforcement disputes. He represents a wide range of financial services clients including brokers/dealers, investment advisers, banks, and their registered persons in complex, high stakes FINRA arbitrations, FINRA Enforcement proceedings and investigations, and SEC and State enforcement matters. He also advises privately held and publicly traded companies and their officers and directors in federal and state court securities class actions and lawsuits, and is skilled in conducting internal investigations. In addition, he counsels clients in regulatory and enforcement matters before SEC, FINRA, State Securities Board, and Texas Attorney General.



## **Bhavesh Modi, JD**

Member of Corporate, Securities/M&A Practice Group and the Healthcare Industry Group at Winstead PC

Bhavesh Modi is a member of Winstead's Corporate, Securities/M&A Practice Group and the Healthcare Industry Group. He represents both public and private companies in a broad range of business transactions and other corporate matters relating to healthcare and compliance. He has experience with healthcare fraud cases under the Texas Medicaid Fraud Prevention Act, Federal False Claims Act, Anti-Kickback Statute and Stark Law. Prior to joining Winstead, Bhavesh served as Assistant Attorney General for the Civil Medicaid Fraud Division, Texas Office of the Attorney General.

# CHI Corporate Memberships

## Memberships

CHI memberships provide unparalleled access to our education and training, world-class events and symposia, cutting-edge industry insights, objective research, and unparalleled networking and partnership opportunities. Memberships benefits include comprehensive access to our educational events, opportunity to shape and lead research projects, exclusive early access to innovative research reports, panelist and speaking opportunities, special annual meetings with healthcare thought-leaders, unparalleled networking opportunities, wide recognition and greater health sector visibility to meet organizations’ strategic and business objectives, and a myriad of other exclusive benefits.

## Memberships Timeline

CHI Memberships are on annual basis. Memberships terms can be on a calendar year or fiscal year, based on the preferences of the member organizations. Members can also join on a pro-rated basis for those organizations seeking memberships midway through the current year. As part of the membership process, new members will meet with CHI staff and Board of Director(s) to discuss how to best utilize the membership, as well as help us understand how to create the most valuable membership experience for your organization.

## Why Become A Member?

CHI Memberships provide members with comprehensive access to [research](#) and [education](#) throughout the year.

Together, CHI and members aim to:

- Understand opportunities, challenges, trends, and best practices related to healthcare innovation, value, quality, access, and cost, as well as understand how the health sector can best serve patient communities
- Create dialogue among organizational leaders and professionals, CHI Board of Directors, and CHI staff on some of the most pressing healthcare issues and challenges

	Platinum	Gold	Silver	Bronze
MEMBER BENEFITS	\$25,000	\$15,000	\$10,000	\$5,000
Premier branding opportunities on event programs, research reports, & website banners	●	●	●	●
Website advertising and logo placement	●	●	●	●
Special acknowledgement as CHI patron & supporter in widely-distributed programs & other overviews	●	●	●	●
Attendees at CHI's annual educational events (minimum 3 events across the nation)	20	15	10	5
Opportunity to serve as distinguished panelist(s) at CHI's educational events (Based on representative's area of expertise & current role)	5	3	2	1
Guest blogging & other thought-leadership opportunities	6 times / year	4 times / year	3 times / year	2 times / year
Get exclusive early access (30 days earlier) to CHI's research reports	●	●	●	●
Organizational logo & branding opportunities on CHI's research reports	3 times / year	2 times / year	once / year	N/A
Opportunity to make Opening Remarks at CHI's Board of Directors Strategic Retreat (June)	2 attendees & opportunity to make remarks	1 attendee	N/A	N/A
Receive special briefing from Chairman & Vice Chairman of the Board on CHI's annual report	●	●	N/A	N/A
Sponsor research reports & white papers (assist in shaping topic or become a collaborator)	●	N/A	N/A	N/A

Please call (773) 330-2416 or reach out to [info@chisite.org](mailto:info@chisite.org) for more information.



# Recent and Upcoming Events

## The Future of Diversity, Inclusion, & Equity in Medicine & Technology Workshop

Friday, September 20, 2019 | San Francisco, CA

This workshop brings together best-in-class physicians, diversity and equity professionals, technologists, entrepreneurs, healthcare executives, investors, researchers, and healthcare professionals from the Bay Area and across the U.S. to discuss the interesting intersection of equity, healthcare, and technology. The emphasis will be on compelling, cross-functional, and inter-disciplinary themes. The workshop will focus on the opportunities, challenges, and best practices of leveraging technology to make modern healthcare more equitable for all patients. Additionally, we will discuss the business case for how diversity, inclusion, and equity --in addition to being beneficial for humanity and society-- are catalytic for decreasing costs, increasing revenues, and ultimately driving higher profits at the organizational level. The event will punctuate the critical importance of diversity, inclusion, and engagement for modern organizations. This workshop is a collaborative, engaging, highly interactive exchange of ideas and information, with the hope and expectation that multiple subsequent collaborations between participants will emerge in the wake of the event.

[Click to Learn More](#)

## The Future of Diversity, Inclusion, & Equity in Healthcare Symposium

Tuesday, November 5, 2019 | Atlanta, GA

This symposium brings together best-in-class entrepreneurs, executives, investors, policymakers, researchers, scientists, and technologists drawn from the Atlanta metro region and across the United States. The symposium will focus on the interesting intersection of business, management, strategy, healthcare, and medicine. The emphasis will be on compelling, cross-functional, and inter-disciplinary themes. We will discuss the business case for how diversity, inclusion, and equity --in addition to being beneficial for humanity and society-- are catalytic for decreasing costs, increasing revenues, and ultimately driving higher profits at the organizational level. The event will punctuate the crucial importance of diversity, inclusion, and engagement for modern organizations. Most importantly, we will examine the "why" and "how" D&I are good for patients and their families. This will be an engaging, highly interactive exchange of ideas and information, with the hope and expectation that multiple subsequent collaborations between participants will emerge in the wake of the event.

[Click to Learn More](#)



# Our CHI Team

## BOARD OF DIRECTORS

- Mr. Julius Pryor III (Chair)**, Author and Expert in Innovation, Diversity & Inclusion
- Dr. Thomas Summerfelt (Vice Chair), PhD**, President, North America, Convergence CT
- Dr. James Gillespie (President), PhD, JD, MPA**, President & Co-Founder, CHI
- Dr. Neelum Aggarwal, MD**, Chief Diversity Officer, American Medical Women's Association; Associate Professor, Department of Neurological Sciences, Rush University
- Dr. Cheryl Beal Anderson, PharmD, MBA**, VP, Global Regulatory Affairs & Quality, Upsher-Smith Laboratories
- Dr. Benée Brown, PharmD**, Associate Director, Medical Science Liaison, Boehringer Ingelheim
- Dr. Ronald L. Copeland, MD**, Senior Vice President & Chief Diversity and Inclusion Officer, Kaiser Permanente
- Ms. Erickajoy Daniels, MS**, Senior Vice President of Diversity & Inclusion, Advocate Aurora Health
- Ms. Simintha Esson, MA**, Chief Development Officer, Council of Chief State School Officers
- Ms. Lynn Hanessian**, Chief Science Strategist, Edelman
- Dr. Marty Martin, PsyD, MPH, MS, MA**, Director and Associate Professor, DePaul University
- Mr. Joff Masukawa**, President, Diligentia
- Mr. Stephen Morales, MBA**, Early Stage Leadership Advisor, Malmora; Senior Vice President, Marwood Group
- Dr. Andres Quintero, MD, MPH, MBA**, Field Medical Director, Pfizer
- Mr. Kevin Scanlan, MS**, President (Retired), Metropolitan Chicago Healthcare Council; Business Mentor, Service Core of Retired Executives
- Dr. Linda Scarazzini, MD, RPh**, Vice President, Pharmacovigilance & Patient Safety, AbbVie
- Mr. Douglas Swill, JD, LLM**, Partner & Chair of Health Care Practice Group, Drinker Biddle
- Dr. Scott Treiber, PhD, MBA**, Chief Operating Officer, Elligo Health Research
- Mr. Loren Trimble, MBA, CPA**, Founder, CEO, and Managing Director, AArete

## EXECUTIVE COUNCIL

- Mr. Dennis Urbaniak** (Chair),  
Managing Director, Accenture
- Mr. Mitchell DeKoven, MHSA**,  
Principal, Health Economics and  
Outcomes Research, IMS Health
- Mr. Rick Goddard, MS**, Director of  
Clinical Innovation, Advocate  
Health Care
- Ms. Vera Rulon, MS**, Founder and  
President, Tir Health Advisors
- Ms. Bhavini Shah, MBA**, Customer  
Success Director of Healthcare &  
Life Sciences, Salesforce
- Dr. Eckhard von Keutz**, Senior Vice  
President, Head Global Early  
Development, Bayer Healthcare

## RESEARCH GROUP

- Mr. James Jordan, MBA**, (Chair),  
Distinguished Service Professor in  
Healthcare & Biotechnology Management,  
Carnegie Mellon University
- Mr. Mark Kwatia, MBA**, (Vice Chair), Cost  
Strategy, Abbott Laboratories
- Dr. Jason Arora, MD, MPH**, Director at the  
International Consortium for Health  
Outcomes Measurement
- Dr. Ryan Bethancourt, PhD, MBE**, Program  
Director and Venture Partner, IndieBio  
(SOSV)
- Dr. G. Randall Green, MD, JD, MBA**,  
Program Director, Cardiac Surgery, St.  
Joseph's Hospital Health Center
- Dr. Marco Quarta, PhD**, Director, Inst. for  
Bioengineering in Stem Cell &  
Regenerative Medicine, Stanford
- Dr. Kate Rosenbluth, PhD**, CEO, Cala Health
- Dr. James Su, PhD**, Chief Science Officer,  
Lap IQ

## MANAGEMENT TEAM

- Mr. Joseph Gaspero**, CEO & Co-Founder, CHI
- Dr. James Gillespie, PhD, JD, MPA**, President, CHI
- Mr. Joshua Limp**, Director, Business Development, CHI
- Mr. Roger Mosley**, Director, Strategic Partnerships, CHI
- Ms. Ananya Stoller**, Senior Project Manager, CHI
- Ms. Ivory Chang, MS**, Project Manager, CHI
- Mr. Tolga Babur, MHA**, Senior Analyst, CHI;  
Associate Consultant, Trinity Partners
- Mr. Ryan Haake, MBA, MS**, Senior Analyst, CHI;  
Management Consultant, Qral Group
- Mr. Lawrence Ham, MPH**, Advisor, CHI; Founder,  
Rentall
- Ms. Ritu Kamal, MBA, MS**, Ambassador, CHI;  
VP, Product Management, Fabric Genomics
- Mr. Brian Sandoval, MPH, MBI**, Advisor, CHI,  
Co-Founder, Binary Health
- Dr. Tina Shah, MD, MPH**, Ambassador, CHI;  
Medical Director, WellStar Health System



### AArete (“uh-reet”)

A global management consulting firm driving client value through strategic profitability improvement, data-driven solutions and market intelligence. We work across all industries and business functions to optimize profits in a compressed timeframe.

## Our Solutions

<p><b>Strategic Profitability Improvement</b> Strategic Cost Reduction</p> <ul style="list-style-type: none"> <li>• Non-Labor Cost Reduction</li> <li>• Strategic Sourcing</li> <li>• Co-Sourcing</li> <li>• Outsourcing Advisory</li> <li>• Procurement Optimization</li> </ul> <p>Revenue Enhancement Quality &amp; Compliance</p>	<p><b>Digital &amp; Data Services</b> Data Strategy &amp; Enrichment</p> <p>Customized Actionable Analytics Analytics as a Service</p> <p>Machine Learning &amp; Artificial Intelligence Blockchain Strategy &amp; Implementation</p> <p>Digital Automation</p>	<p><b>Advisory Services</b> Supply Chain Optimization</p> <p>Interim Management &amp; PMO Transformational Improvement</p> <p>M&amp;A and Post-Merger Integration Turnaround Support</p>	<p><b>Technology Services</b> UX &amp; Visual Design</p> <p>Analytics Platform Engineering Data Engineering Cloud &amp; DevOps</p> <p>Custom Application Development Project Management &amp; Testing/QA</p> <p>Technology Strategy &amp; Implementation Managed Services</p>
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## Who We Work With



Health  
Payer, Provider and Pharma



Transportation, Logistics & Distribution



Retail & Consumer



Financial Services



Public Sector



Diversified Industrial



Education



Technology & Professional Services



## Why We're Different

Four major factors make AArete different from other consultancies to help us fulfill our overarching quest to serve our clients.



### GUARANTEED RESULTS

Guaranteed minimum ROI on savings offers zero financial risk. Over 11 years of experience, we've never missed a guarantee.



### IMPLEMENTATION

We devise and implement strategies, start to finish. Then, we work alongside your team for a smooth transition and sustainable future.



### SUPERIOR MARKET INTELLIGENCE

Our proprietary Knowledge Management Center is a repository of intellectual property covering thousands of projects over 30 years.



### DATA-DRIVEN STRATEGIES

The data scientists at our Center of Data Excellence (CODE) reside at the heart of our company. We use big data to drive measurable results.

## CONTACTS

### Paul Ceverha, Managing Director

pceverha@aarete.com | 214.616.2432

### Scott Rees, Director

srees@aarete.com | 317.370.6287

### Paul Schuhmacher, Managing Director

pschuhmacher@aarete.com | 312.909.0289

### Luke Henderson, Director

lhenderson@aarete.com | 214.914.0476



- 50+ provider clients including health systems, physician groups and ancillary services



**AT A GLANCE**

- Experience in 40+ states and their provider market groups including 70+ managed care organizations
- Experience converting health systems from fee-for-services to Value-Based and risk-sharing agreements

In today’s environment, strategically managing revenue, cost and capital resources is essential to a provider’s profitability and future. Continuously rising costs, alternative reimbursement strategy, innovative delivery solutions, complex capital management, physician alignment, consumer factors, and state and federal regulations have health providers seeking ways to ensure an immediate and long-term financial competitive edge, required to maintain their mission. AArete’s health professionals lead the industry in marketplace knowledge and provide proven methodologies that reduce cost, incorporate Big Data solutions, increase revenue and align with payers. Strengthening your organization’s competitive structure is our goal. On average, clients experience a 5-15% improvement in overall profitability. Our recommendations are fact-driven and provide sustainable results, addressing areas of improvement across your entire organization.

**STRATEGIC COST REDUCTION**

- Benchmarking and competitive pricing
- Physician preference and GPO optimization
- Distribution, logistics and inventory efficiency
- Bridge or interim management solutions
- Contract management and compliance
- Capital management and processes

**STRATEGIC PAYMENT MODELS AND THIRD PARTY RELATIONSHIPS**

- Value-based purchasing
- Bundled pricing
- Defensible pricing
- Price transparency
- Payer contract negotiations

**PHARMACY PROFITABILITY**

**VOLUME/CAPTURE RATE IMPROVEMENT**

- Payer network access
- Limited distribution drug access
- Hospital employee network and plan design
- Credentialing programs

**MARGIN IMPROVEMENT: NON-UNIT COST**

- Indigent drug cost recovery programs
- Inventory management suite
- Reverse distribution

**REVENUE CYCLE MANAGEMENT**

- Denial management
- Patient steerage
- Charge description master optimization
- Charge capture
- Clinical documentation and coding
- Cash acceleration

**VALUE ANALYSIS AND OPERATIONS IMPROVEMENT**

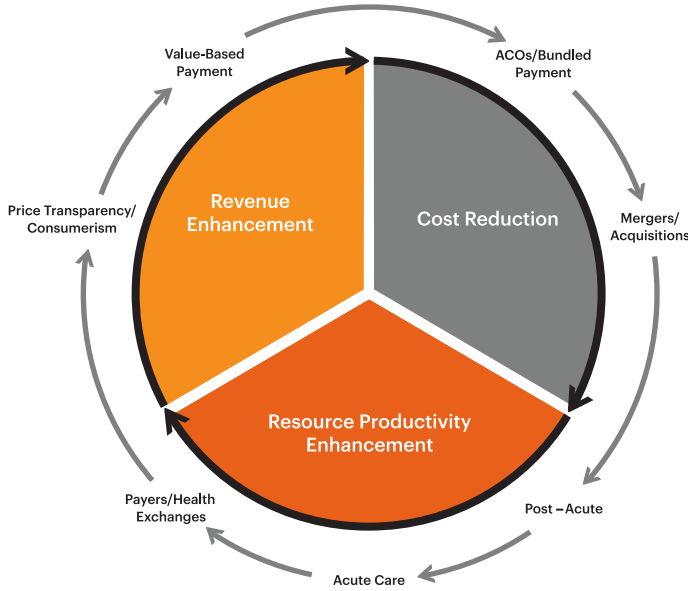
- Clinical, ancillary and purchased services expertise
- Data analytics and evidence based outcomes
- Patient through put and efficiency in coordinated care
- Information technology capacity and strategy
- In-sourced and outsourced operation maximization
- Lean programs and value integration

**ACO AND POPULATION HEALTH**

- Post-Acute care selection and integration
- Population health analytics and care utilization
- Length of Stay reduction
- Cost of care variability and payer integration
- Network adequacy

**MERGER, AFFILIATION AND SHARED SERVICES**

- Operations benchmarking and shared service integration
- Physician alignment
- Contract and vendor consolidation
- Finance modeling and cost accounting support
- Item master and CDM clean-up



**GUARANTEED OUTCOMES**

Every client engagement includes a guaranteed minimum return on investment and outcomes that are jointly predetermined. We are flexible in how we contract with clients, but our focus is on profitability improvements. In our experience, we've worked with 100+ clients to deliver strategic profitability improvement over \$1 billion in savings.

**LEVERAGE FOR YOUR TEAMS AND INITIATIVES**

AArete brings analytics, experience and unique, proven methodologies to help your teams maximize results in a compressed timeframe.

**NO COST DIANOSTIC ASSESSMENT**

To help demonstrate value and our desire to work with you, AArete will review accounts payable claims opportunities at no cost to you without any additional obligations.

**KNOWLEDGE MANAGEMENT CENTER**

We possess strong business acumen and customer experience to translate analytical insights to solve your business needs clearly and for a variety of stakeholders.

**CUSTOMIZED APPROACH**

Problem solving fuels our team to create flexible solutions for your unique needs. We recognize that each client is different, so we root our approach in analyzing your challenges using advanced data analytics and market intelligence to create a custom solution. We understand our clients have made individual investments in analytics and big data, so we focus on maximizing the ROI around your pre-existing systems.

## Market Intelligence and Proven Methodologies

AArete's unique approach incorporates the following fundamental principles:

**EXPEDITED TIMING**

We provide the market intelligence, experience and added horsepower to help your project teams achieve better results faster.

**CONTACTS**

John Marchisin, Managing Director  
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Paul Ceverha, Managing Director  
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AT A GLANCE

- AArete has negotiated Value-based contracts between 80+ health plans and providers, including 8 of the top 10 by membership nationally
- Modeling expertise to estimate provider performance in value-based contracts
- Experience with 40+ in US markets

AArete powers data-driven transformations for leading health providers seeking to improve quality and patient outcomes while controlling costs in today’s rapidly changing health landscape. We deliver a unique solution to value-based contracting centered on four concepts— Simple, Sustainable, Customized and Collaborative.

READINESS ASSESSMENT

Analyze provider current-state in comparison to market best practices related to technology, infrastructure, people and processes in order to support successful value-based arrangements.

OPPORTUNITY IDENTIFICATION

Determine viable targets for value-based arrangements via predictive and financial modeling, AArete market intelligence and other business case development tools to target value-based programs through CMS and third party private payers.

STRATEGY DEVELOPMENT

Work with stakeholders throughout the organization to identify action plans to succeed in value based contracts: technology investments, process recommendations and team structures.

DASHBOARD DEVELOPMENT

Develop real-time dashboards to support established processes and workflows. Utilize technology to support and drive performance under value-based arrangements.

PAYER CONTRACTING AND NEGOTIATION

Negotiate directly with payers to establish favorable terms, reporting requirements and achievable metrics for value-based contracts.

PROGRAM IMPLEMENTATION AND TRACKING

Support clients in setting up a successful value-based contracting program, monitor performance under these programs, and establish protocol to support continued growth.



SIMPLE

Aligned with your culture, your market and acceptable to your clients.



SUSTAINABLE

Programs that can be built out to support your long term VBC perspective and your team strengths.



CUSTOMIZED

Reporting specific to your data requirements, your structure and part of AArete’s transfer of new processes to your team.



COLLABORATIVE

AArete works with your team to make VBC structure and communication successful and local to your market culture and goals.



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### LEVERAGE FOR YOUR TEAMS AND INITIATIVES

AArete brings analytics, experience and unique, proven methodologies to help your teams maximize results in a compressed timeframe.

### NO COST DIAGNOSTIC ASSESSMENT

To help demonstrate value and our desire to work with you, AArete will review accounts payable claims opportunities at no cost to you without any additional obligations. Our approach is rooted in advanced analytics and market intel. By working within our approach, we enable savings through incumbent vendor discussions, focusing on what will make the relationship stronger and more positive over the long-term.

### CUSTOMIZED APPROACH

Our methodology includes a fundamental principle — we start with the assumption that you will not want to switch vendors and will want minimal, or zero, disruption. By working within our approach, we will enable savings through incumbent vendor discussions, focusing on what will make the relationship stronger and more positive over the long term.

### WE WORK WITH YOUR TEAM

Our approach involves AArete conducting the analysis, identifying and sizing the opportunities, and either implementing directly or facilitating the implementation of savings with your team. Our customized approach enables your personnel to leverage AArete for 95% of the effort while retaining 100% control. We recognize there are multiple initiatives underway at any given time, so we know the importance of creating leverage for your teams and personnel. AArete's approach enables your teams to retain focus on their day-to-day jobs and other initiatives, while fostering the knowledge transfer necessary to ensure sustainability.

### CONTACTS

**Paul Ceverha, Managing Director**

pceverha@aarete.com | 214.616.2432

**Paul Schuhmacher, Managing Director**

pschuhmacher@aarete.com | 312.909.0289

Our vision is  
to be the  
leading global  
platform for  
meaningful  
change in  
health equity.



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