

A Quick look at ACOs and CINs

In the face of spiraling healthcare costs and the pressing need for enhanced patient outcomes, Accountable Care Organizations (ACOs) and Clinically Integrated Networks (CINs) have emerged as pivotal models in the transition to value-based care (VBC). These organizations, while sharing a common goal of improving healthcare delivery, embody distinct structures and strategies to manage the quality and efficiency of care. We are going to explore the evolution and operational dynamics of ACOs and CINs, the tools and strategies that have led some to success in the world of alternative payment models (APMs). We will also look ahead at the anticipated future of these models and identify key competencies that organizations need to develop to thrive in this increasingly value-driven landscape.



Evolution of ACOs and CINs

ACOs and CINs have been at the forefront of the healthcare reform movement and are driven by the need to decrease rising costs while improving quality of care. Both entities were initiated as a response to the Affordable Care Act, and both are made of groups of doctors, hospitals, and other healthcare providers who come together to give coordinated high-quality care to their patient population. CINs serve a broader platform as they are not typically tied to contract-based terms with payments tied to outcomes. They support various contracting arrangements and focus primarily on clinical integration and optimizing delivery of care across a network of providers.

Common Features and Operational Strategies

1. Shared Clinical factors: standardized clinical protocols to reduce variations, meeting clinical quality goals, coordinating patient care among providers, optimizing care management, ensuring an appropriate care setting, and developing robust patient engagement strategies.

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2. Shared Administrative factors: creating and monitoring governance, identifying solutions for analytics, IT, clinical functions, and other core functions, monitoring quality and payment targets, negotiating payer contracts, and establishing financial distribution procedures among eligible participants.

Key Differences

Despite all of the similarities, ACOs and CINs are very different in structure and function. ACOs are often specific to a payment arrangement with direct financial incentives tied to quality and cost saving performance outcomes. CINs, on the other hand, provide a legal structure that supports multiple types of contracts, turning their focus more to enabling providers to jointly manage care quality and efficiency.

The Future of Alternative Payment Models

As healthcare in America continues to evolve, experts predict that the future of APMs will increasingly rely on data analytics, enhanced patient engagement strategies, and more integrated care delivery methods. CMS' goal is for 100% of Medicare participants to be covered by a value-based program such as an ACO by 2030.

Developing Competencies for Future Success

For healthcare providers aiming to excel in the evolving landscape of VBC, developing core competencies is crucial. These include enhancing data analytics, refining patient engagement approaches, investing in technology, and promoting a culture of continuous improvement and accountability.

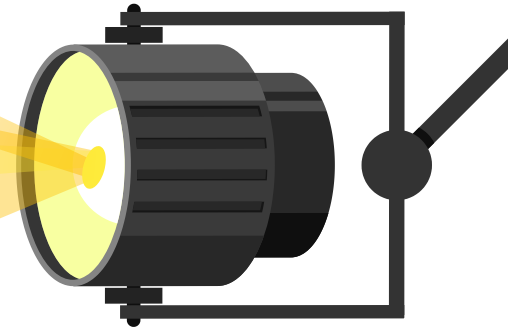
As new challenges to healthcare continue to arise, ACOs and CINs must be ever vigilant to refine their approach to these new challenges; the role in transforming healthcare by delivering higher quality outcomes becomes increasingly significant. Understanding these dynamics not only helps providers and administrators navigate these complex structures, but also equips them with the knowledge to lead healthcare in the future of value-based-care.

Spotlighting Awareness

June is designated as a month for these health observances

The health observances for June include:

- Alzheimer's and Brain Awareness Month
- Aphasia Awareness Month (National)
- Cataract Awareness Month
- Hernia Awareness Month
- Men's Health Month
- PTSD Awareness Month
- Scleroderma Awareness Month



June is a month dedicated to raising awareness about various health issues, encompassing both physical and mental well-being. From Alzheimer's and Brain Awareness Month to Men's Health Month, June serves as a platform to shine a light on conditions that impact millions worldwide. Whether it's advocating for better understanding and support for individuals with aphasia or educating about the importance of early detection and treatment of cataracts, each observance in June plays a crucial role in fostering awareness, encouraging conversations, and promoting proactive health measures. Additionally, initiatives such as Migraine and Headache Awareness Month and PTSD Awareness Month provide opportunities to destigmatize these often-misunderstood conditions and enhance access to resources and support. As communities come together to recognize these health observances, they contribute to a collective effort toward better health outcomes and improved quality of life for all.

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Summer Corn Salad

RECIPE COURTESY OF YAARA AMBERG



Level: **Easy**

Total: **5 min**

Prep: **5 min**

Yield: **8 servings**

Ingredients

- Deselect All
- 4 ears corn
- 1 red onion, cut into small dice
- 1 green bell pepper, cut into small dice
- 1 red bell pepper, cut into small dice
- Handful fresh cilantro, finely chopped
- 2 to 3 tablespoons extra-virgin olive oil
- Juice of 1 lime
- Kosher salt and freshly ground black pepper



Scan for Recipe Link

Directions:

1. Shave the corn off the cob and place in a bowl. Add the onions, bell peppers and cilantro and mix.
2. In a separate bowl, whisk together the olive oil, lime juice and a pinch of salt and pepper. Dress the corn with the mixture, adding additional salt and pepper if needed.

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Meet Our Staff

We're thrilled to announce a significant shift in our management approach as we transition to a dynamic team-based structure. This strategic evolution marks an exciting new chapter for our organization.



Marina Reedy - Senior RCL (Revenue Cycle Lead)

Marina began her career in healthcare as a Medical Assistant (MA), where she honed her skills in patient care and medical administration. Her passion for healthcare operations led her to become a Referral Specialist, navigating the complexities of patient referrals and insurance protocols. With a keen eye for detail and a commitment to efficiency, she advanced to an Accounts Receivable (AR) Associate, furthering her expertise in the financial aspects of healthcare. Her dedication to process improvement was recognized with a Six Sigma certification, equipping her with the methodologies to enhance quality and reduce errors. Today, she serves as a Senior Revenue Cycle Lead, steering the financial heartbeat of healthcare with a strategic and analytical approach to revenue cycle management. Beyond her professional achievements, Marina embraces the role of CEO in her personal life, managing a bustling household of five. This includes nurturing two vibrant children and caring for an adorable pup named Izzie. In moments of tranquility, she finds solace in the embrace of her garden and the immersive world of a good book, providing a serene counterbalance to her dynamic career.



Mary Sapna - Assistant Manager AR

Mary Sapna brings 13 years of extensive experience in the US healthcare industry, with a deep understanding of the complexities of Revenue Cycle Management (RCM). She is highly focused on providing exceptional oversight of staff and daily operations to ensure excellence in quality and cost-effective care for providers, consistently surpassing the goals and objectives set by their practices. In her leisure time, Mary enjoys spending quality moments with her family, indulging in daycations, listening to music, and participating in treasure hunts.



Ningshok Zimik - Revenue Cycle Lead

Ningshok Zimik has 16 years of extensive experience in the US healthcare industry. His proven track record includes identifying and resolving challenges related to practitioner support, improved financial performance, and process optimization. Ningshok is a strong advocate for leveraging technology (automation) to enhance productivity, efficiency, and free up valuable staff time for patient care and strategic initiatives. In his free time, he enjoys spending quality moments with family and participating in outdoor activities.



Minutha Ashwin - Manager Credentialing

With 9 years of experience in the US healthcare sector, I have developed a comprehensive understanding of healthcare processes, including regulatory compliance, patient care protocols, and healthcare management systems. I worked with Credentialing Clients in 16 states across various specialties. In my day-day work, I supports Solo Practice, Group Practices, Federally qualified Health Centers. I hold a Diploma in Electrical and Electronics Engineering, which has equipped me with a strong technical foundation. Outside of my professional life, I have a passion for listening to music, which helps me relax and unwind. I also enjoy cooking, exploring different cuisines, and experimenting with new recipes. Traveling is another hobby of mine; I love exploring new places and cultures.

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