

A15 Rewarding results through efficiencies

Leader: Margaret Van Amringe

Objective and rationale

This workshop will provide the conceptual framework for existing efforts to reward results in health plans (managed care), health care facilities, and at the practitioner level. Further, it will discuss the current interest in rewarding results in the United States and abroad, and will detail the most current projects that provide incentives for meeting performance goals. Session attendees will come away from the workshop with a knowledge of the conceptual and design issues involved with rewarding results and an appreciation of implications for future research and policy decisions in this area.

- I. Presentation of the Conceptual Framework for Rewarding Results
 - a. Importance of deciding what types of behavior to reward, e.g., services, outcomes, adherence to practice guidelines, efficiencies, etc.
 - b. Types of available awards, e.g., increased market share, incentive payments, reduced regulation, etc.
 - c. Implementation and design issues that should be considered, such as risk sharing, unintended consequences, etc.

- II. Overview of current projects on rewarding results
 - a. Current sponsors of projects for rewarding results, such as Foundations, business coalitions, insurers, public purchasers
 - b. Description of these projects, including goals, structures, metrics used, and common features
 - c. Summary of what we will learn from these projects, including how the projects expect to affect the provision of health care services and quality.

- III. What are the next steps beyond these projects?
 - a. What will it take to make "rewarding results" more widely used?
 - b. What are the gaps in our knowledge to make such programs work? To be make them more acceptable to providers/practitioners?
 - c. What are the implications of the different types of rewards on greater public disclosure of results and the type/availability of consumer information?
 - d. What strategies are most promising?
 - e. What are the implications for information technology and metrics to support payment differentials?
 - f. How do we reward results across different care settings?
 - g. What are the public policy decisions which must be made before rewarding results can become the normal way of doing business with health plans, providers, and practitioners?

Leadership:

Margaret Van Amringe, JCAHO

Other presenter/s to be confirmed