MANAGING FULL RISK

AMA Integrated Physician Practice Section
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FULL RISK - Definition

- Also called “Global Risk”
- Two-sided risk arrangement for ALL* care services
  - Primary
  - Specialty
  - Ancillary
  - Institutional
- Capitation or “per cent of premium”
- or FFS with adjustment based on “Total Costs” (New)
- Maybe subject to regulatory limitations
FULL RISK

- Professional
- “Institutional”
  - Acute, SNF
  - ASC, Ambulance, Home Health, DME
  - Variable (DOFR)
- Pharma: oral and injectable/Infusion
- Behavioral Health
- Long Term Care
- OOA
Health Plan - “HMO” Pays $100

This is not a contract rate – this is an arbitrary number

$40 to Group

$60 retained by the plan

“SHARED RISK POOL” OR “RISK POOL”

$40 for

• Inpatient Charges
• Some Outpatient Charges
  • Home Health
  • Ambulance
  • DME, SNF, etc.

$20 for

• Out-of-Area
• Pharmacy
• Marketing
• Admin. Expenses
• PROFIT

Surplus Deficit

Negotiate % Group

Negotiate % Plan

• Doctor’s Charges
• Outpatient Lab
• X-ray

• Out-of-Area
• Pharmacy
• Marketing
• Admin. Expenses
• PROFIT
RISK of FULL RISK

- Commercial
- Medicare
- Medicaid
- Duals

- Shared Savings – Total Cost of Care
FULL RISK - CSFs

- In – Network Referral Management
- Tertiary & Quaternary Referrals
- OOA – Repatriation
- Institutional Management
  - Hospitalists, SNFists, Nocturnists, ED Diversion
  - Urgent Care
  - Inpatient Case Management: On site & Telephonic
  - Complex Care Management
- Telephonic Nurse Navigation
- Palliative Care
- Pharma
- Complex Care Center
- Disease Management
- Home Visits
- Behavioral & Social Services
FULL RISK STRATEGY

It’s Not Rocket Science

It’s Harder

It’s About People