



# ilumed's ACO REACH Financial Model

A Quick-Start Guide for Providers

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# Introduction

Perhaps you want to enter your first alternative-payment model or want to explore another. Or you need a partner who can help you with your value-based-care transition. Maybe you've realized your Medicare patients need more support and services than you and your staff alone can provide. ilumed can help.

At ilumed, we specialize in providing simple solutions for a complicated industry. We start by fixing the broken financial models weighing down the healthcare system for providers like you and the patients you care for.

ilumed's ACO REACH model helps you provide high-quality care while earning predictable revenues plus additional financial rewards for exceptional care. Imagine practicing medicine like you've always wanted but never thought was possible—that's ACO REACH with ilumed.

LET'S CONNECT



# Why ilumed's ACO REACH model offers more financial stability

You understand your practice's financial viability requires stability and that the traditional fee-for-service reimbursement model only gets you so far.

You might have experience with other value-based-care models that increase demands on your spending and resourcing but offer less-satisfactory results.

There's a better way to deliver care to your patients, gain the support you need at no cost and position your practice for enhanced compensation. It's called ACO REACH.



## Get paid up to three ways in ACO REACH

01

### Base payments

Either a monthly capitation rate per member per month or an enhanced fee-for-service amount.

02

### Quality bonus payment

Incentive payment on top of base for high-quality care, regardless of cost.

03

### Shared-savings surplus

Additional payment for high-quality, affordable care, split between the provider and ilumed.

# ACO REACH offers a better model

Let's do a side-by-side comparison of these different models for providers and patients.

	FEE-FOR-SERVICE (FFS)	MEDICARE SHARED-SAVINGS PROGRAM (MSSP)	PRIMARY CARE FIRST (PCF)	ACO REACH
BASE PAYMENTS	✗	✗	✓	✓
QUALITY INCENTIVE BONUS	✗	✓	✗	✓
SHARED SURPLUS	✗	✓	✗	✓
GLOBAL RISK	✗	✗	✗	✓
FINANCIAL TRANSPARENCY	✗	SOMETIMES	✓	✓
INDIVIDUAL PROVIDER ASSESSMENT VS. GROUPED ASSESSMENT	✗	✗	✓	✓
OPERATIONAL AND CLINICAL SUPPORT FOR STAFF	✗	SOMETIMES	✗	✓
OUTREACH, CLINICAL AND SOCIAL WORK SUPPORT FOR PATIENTS	✗	SOMETIMES	✗	✓
ENHANCED BENEFITS FOR ALIGNED PATIENTS	✗	SOMETIMES	✗	✓

## More reward, more support, less risk

When you contract with ilumed in the ACO REACH model, you set yourself, your practice, your staff and your patients up for success. Here's how:

- You have the financial security you need to invest in your staff and infrastructure.
- You get rewarded for providing quality care and meeting benchmarks.
- Your staff and patients get the support they need in and out of the exam room.
- There's absolutely no risk to you to participate because ilumed takes that on.

# How ilumed's ACO REACH model works

Let's get into the details. ACO REACH entities can get more creative than Medicare when it comes to payments. Providers in the model can get paid up to three ways, depending on the quality and cost of the care provided.

## A quick note

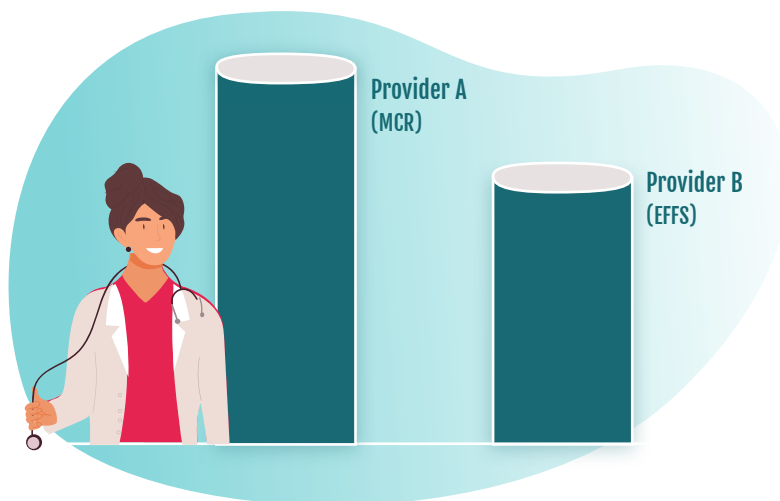
These visuals show how ACO REACH works in two different payment models:

- Provider A represents monthly capitation rate (MCR)
- Provider B presents enhanced fee-for-service (EFTS)

Each ACO REACH provider contract is unique. These examples show two hypothetical percentage breakdowns across all three payment types for a fiscal year. Your results may vary.

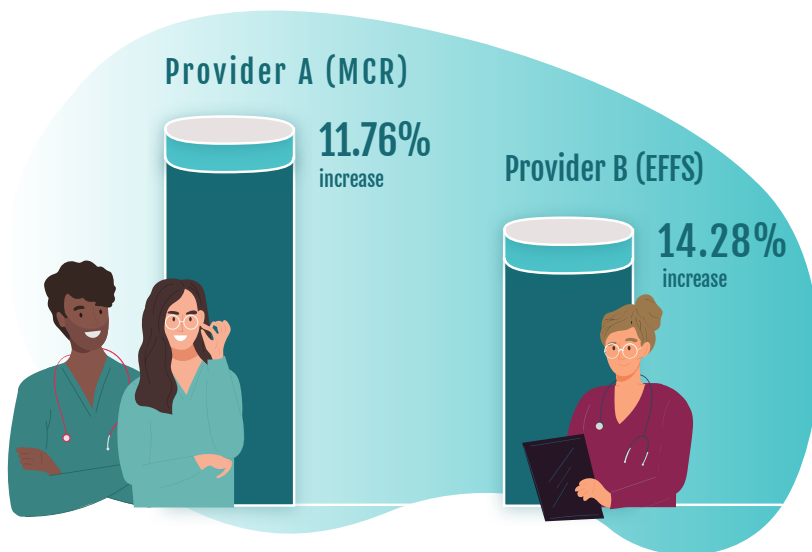
## Base payments

Providers can either opt to receive a monthly capitation rate per patient per month or an enhanced fee-for-service rate from ilumed, both of which are an average of 30–50% higher than Medicare's physician fee schedule. Higher base rates mean providers have more predictable cash flow, which allows them to reinvest in their practice, infrastructure and staff.



# Quality bonus payment

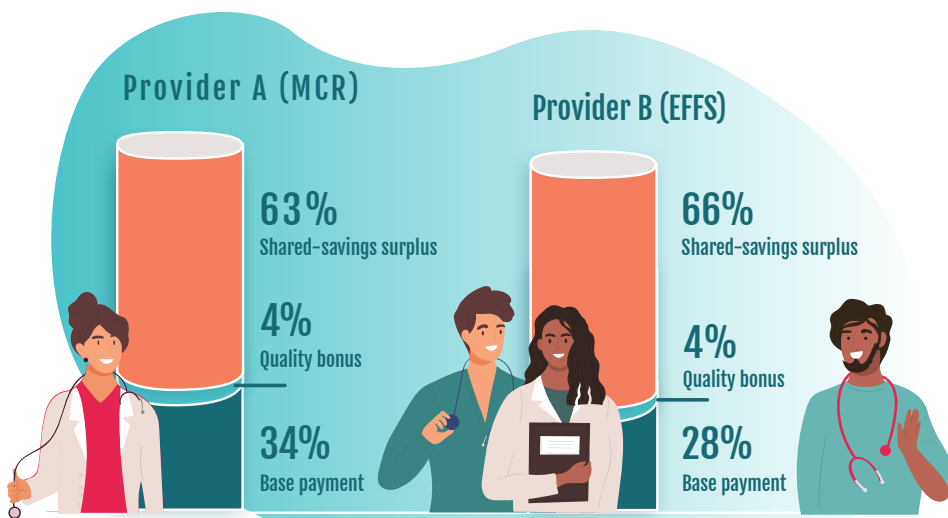
Phenomenal care deserves recognition. The ACO REACH model offers a quality bonus payment to incentivize and reward remarkable value-based care. When your patients' health improves as shown by ACO REACH quality measures, so should your bottom line.



The total quality bonus payment a provider can earn is based on their base payment type as well as performance indicators in six categories. These are hypothetical examples. Your results may vary.

# Shared surplus savings

Being a wise steward of Medicare dollars in the ACO REACH model gives providers a chance to share in the savings. This is the ultimate provider incentive in reducing costs through value-based care, and it offers the greatest reward.



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These are hypothetical examples. Your results may vary.

# Your essential ACO REACH partner

The [ilumed team](#) boasts combined centuries of experience coupled with a compassionate servant leadership style. We wrap our arms around providers and patients to deliver the right care at the right time in the right place.

We help providers do more to prevent and stop chronic illnesses by going after the root causes of disease. We help patients take control of their health and well-being—and we do it all while reducing waste and compensating providers fairly for their hard work.

We are your go-to partner in value-based-care transformation and elevation.

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**Simple solutions for a complicated industry.**

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