



INTERSECT

Healthcare Solutions

Partnering with clients to illuminate the path forward.



EXPERT

Why Intersect?

Intersect Healthcare Solutions' industry experts have deep experience on the leading edge of change in value-based care and payer contracting. This experience was forged from developing and running some of the top performing organizations in the country over the last eight years.

IHS leadership has pioneered innovation and can leverage that track record to help struggling organizations achieve success and put successful organizations on a path for sustained improvements. Our approach has resulted in high performing providers succeeding in risk and value-based arrangements that reward clinicians.

How are We Different?

We bring real world performance from the front line of leading value-based organizations to success.

IHS industry expertise was not gained from advising clients in risk and population health management, instead we have developed, contracted, operated, and scaled entities that became top performing organizations nationally. Leveraging these experiences allows us to apply strategies and programs to streamline the path to improvement for your organization.



PERFORMANCE



MANAGEMENT

Why is IHS Necessary?

Core business management and growth are essential to organizations and diverting finite resources toward population health initiatives can be overwhelming.

Competing core business activities can make finding the bandwidth and expertise necessary to elevate program returns from existing resources difficult. Monetizing these opportunities in ways that are accretive to your core business while reducing total cost of care are achievable if structured properly. However, realizing program potential is rarely accomplished off the side of an executive's desk.

CIN & ACO Development / Optimization

Intersect has extensive experience constructing Clinically Integrated Networks (CINs) and Accountable Care Organizations (ACOs) from the ground up. This allows us to efficiently assess your circumstances, goals, and objectives then design a framework that facilitates performance. Intersect is adept at strategically utilizing these entities to enhance core business models, finding stakeholder synergies to ensure alignment, and drive performance around mutual goals. We have worked with independent physicians, large multi-specialty practices, hospitals, large hospital systems, CINs, and ACOs, and can efficiently help clients determine how best to proceed to improve these programs.

Market and Payor Strategy / Negotiation

Intersect has extensive experience guiding organizations through contracting strategy development, supporting analytics, negotiation, and implementation. Intersect can provide behind the scenes support for client negotiation team, execute on all aspects of payor negotiation, or any combination thereof. We have successfully negotiated multi-billion dollar contracts with great results in all manner of base rate, value-based, and risk agreements, so no arrangement is out of scope.

Population Health Infrastructure

Weaving the numerous components of a robust population health management platform into a systemic solution takes careful design and implementation for success. Focusing and prioritizing finite resources in the areas that will have the desired effect and highest return on investment are critical. Intersect can help you navigate this space to ensure you are fully leveraging investments in systems, processes, analytics, reporting, provider engagement, patient engagement, risk stratification, etc. to drive quality and total cost of care efficiency.

Government Programs / Direct Contracting

Intersect's experience working with the MSSP dates back to 2013 and our NGACO experience back to 2016. No organization has been more successful in these programs than those the Intersect leadership helped create and operate. In fact, between 2014 – 2020 performance years the total savings from these programs exceeded over \$200,000,000. While Medicare is generally considered a below average payor from a cost coverage perspective, it often represents a provider's largest source of revenue. As such, these programs can represent a significant opportunity to improve your Medicare effective rate of reimbursement, improving contribution margin. Helping your organization formalize strategies to take advantage of the benefits of these programs is something Intersect has been doing for many years, and we can put that experience to work to optimize your performance.

Network Development

Intersect can help clients develop purpose-built networks and the numerous associated programs that play a critical role in overall population health success. Our principled network development strategies, based on client objectives, will outperform the "size first" approach.

For more information, please visit www.intersecths.com or call 214.305.9698