

AMERICA'S
PHYSICIAN
GROUPS 



Colloquium 2018

The Essentials of
Value-Based Care

October 10–12, 2018
Hyatt Regency Washington on Capitol Hill
Washington, DC



You are cordially invited to attend the America's Physician Groups Colloquium 2018!

America's Physician Groups Colloquium 2018: The Essentials of Value-Based Care

This year represents our fifth annual Colloquium and our first as America's Physician Groups. While our name has changed, our commitment to delivering the exceptional programming you have come to expect remains as strong as ever.

This year's speakers include some of the nation's foremost policy experts, healthcare decision-makers, and physicians, all of whom will share their experiences and outlooks as the movement from volume to value continues. You will gain practical knowledge that will help you and your physician organization navigate the complex, value-based care landscape.

Why Attend the America's Physician Groups Colloquium 2018?

Today's healthcare environment is continually changing, presenting physician organizations with both challenges and opportunities in risk-based, coordinated care models. At the Colloquium you will hear from successful physicians, health plan executives, leaders in the public sector, and policy experts. Attendees will gain hands-on knowledge and best practices from physician groups with successful track records in value-based care delivery, along with the big-picture view from policymakers bringing change to our healthcare system.

Who Should Attend?

Executives and key staff from all healthcare sectors who seek to better understand the why and how of capitated, value-based care delivery:

- Physician groups and IPAs
- Health plans, payers, employers, and purchasers
- Hospitals, health systems, and academic medical centers
- Government and regulatory agencies
- Ancillary service providers
- Laboratory, pharmacy, and health IT professionals
- Pharmaceutical/biotech, medical device, and disease management companies
- Associations, advocacy groups, and consultants

What Will You Take Away?

- Proven strategies for implementing and improving coordinated care: population health management, risk contracting, physician and patient engagement, and more
- Insights from executives at leading risk-bearing physician organizations who are deciding how best to comply with MACRA — are they choosing MIPS or the advanced APM track?
- The latest information on MACRA regulations and policy, directly from policymakers themselves
- Forecasts from political experts on the Administration's potential impact on healthcare policy
- Firsthand accounts and lessons learned from organizations who have been operating under risk contracts for 30 years on where APMs are succeeding and what progress still needs to be made
- Understanding of how Medicare Shared Savings Program (MSSP) and Next Generation Accountable Care Organizations (ACOs) are positioning themselves for success
- Innovative strategies for providing post-acute care in risk-based arrangements
- Tactics for improving care management and becoming better prepared to take risk

Who is America's Physician Groups?

America's Physician Groups is the leading U.S. professional association of physician organizations practicing capitated, clinically integrated care. Of our nearly 300 members—located in 44 states, Washington, DC, and Puerto Rico—many have successfully practiced in this model for decades. America's Physician Groups' very existence is based on our conviction that risk-based delivery is the key to a better, more sustainable healthcare system.

Now, in direct lockstep with America's Physician Groups' vision, federal and state government initiatives are moving our healthcare system from volume-based to value-based payment models. As physician organizations nationwide catch this fast-moving train, we couldn't be more thrilled. America's Physician Groups looks forward to helping proliferate this model across the country, and serving as an educational resource, advocate, and ally on all matters risk. Learn more at apg.org.

Sponsorship and Exhibit Opportunities

America's Physician Groups Colloquium sponsorship positions you as an industry leader with highly influential executives from renowned physician organizations nationwide. For more information, please see pages 11–12.





General Sessions

Visit colloquium2018.apg.org for the latest information.

Innovation Powered by Capitation: Pearls of Wisdom from APG Members

How are APG members using prepaid capitation to innovate and coordinate care for their patients? Hear a rapid-fire description of innovations that are sure to impress even the most experienced managed care executives.

Sasha Dhall, MPH, Vice President of Risk Performance and Growth AppleCare Medical Management
Kevin Manemann, President and CEO, PSJH medical foundations, California and Texas

How Technology will Drive the Transformation of American Healthcare

As the nation's first Chief Technology Officer, Aneesh Chopra has had a front row seat to how new and emerging technologies can transform both our nation's healthcare system and the government responsible for regulating it.

Aneesh Chopra, President, CareJourney



Medicare Advantage Innovations: New Tools to Better Address Chronic Illness and Social Determinants of Health

President Trump recently signed the Bipartisan Budget Act of 2018 into law. The bill included the CHRONIC Care Act, which extended the MA Value-Based Insurance Design (VBID) model to all 50 states and expanded MA supplemental benefit options. Learn from current VBID participants and those expanding their contracts in MA to include additional benefits about the important tools these policy advances offer, successes and challenges VBID participants have faced, and what opportunities to look for in the future.

Sanjay Doddamani, MD, Chief Medical Officer, Geisinger ACO
Valinda Rutledge, Vice President, Federal Affairs, APG (moderator)



Paige Winfield Cunningham



Adam Cancryn

Healthcare and the Media in the Time of Trump

Join DC's leading healthcare reporters for a candid chat on the power of the pen, what it's like to be a reporter in Washington these days, and how Americans are changing how they consume and participate in political journalism.

Paige Winfield Cunningham, National Healthcare Reporter, *Washington Post*

Adam Cancryn, Reporter, *Politico*

Noam N. Levey, National Healthcare Reporter, *Los Angeles Times*

Don Crane, President and CEO, APG (moderator)



Noam N. Levey



Don Crane

Healthcare Reform: Left versus Right

What are the Republicans and Democrats saying about the future of healthcare reform? Join us for this informative session and get a glimpse of what's ahead.

Kavita Patel, MD, Senior Fellow at the Brookings Institution
Michael Cannon, Director of Health Policy Studies, Cato Institute
Don Crane, President and CEO, APG (moderator)



Kavita Patel, MD



Michael Cannon

Medicaid Programs: Variety is the Spice of Life

While four Medicaid programs took unique approaches, they all sought to address common obstacles including overbearing government regulations, provider shortages, and member engagement. However, because each state is unique so are their innovative approaches.

Matt Salo, Executive Director, National Association of Medicaid Directors



Matt Salo

Bringing Accountability into Healthcare: The Path Ahead

In this session, APG's President and CEO, Don Crane sits down with the CEO of AHIP and the CEO to of NBGH to discuss what the road to value might, and should, look like.

Matt Eyles, President & CEO, America's Health Insurance Plans (AHIP)
Brian Marcotte, CEO, National Business Group on Health (NBGH)
Don Crane, President and CEO, APG (moderator)



Matt Eyles



Brian Marcotte

Preconference

Coordinated Care 101: A Primer

Back by popular demand, this session will be a soup-to-nuts primer on the keys to success in population health management and the specifics of moving into risk arrangements. We'll cover everything from market considerations, payer contracting, care management, and physician and patient



Laura P. Jacobs



David DiLoreto, MD



Peter Valenzuela, MD

engagement to incentive structures, along with lessons learned from those who have been there. This preconference session is intended for an audience with a limited knowledge of risk-based models. Preconference registration can be purchased individually or as part of full Colloquium 2018 registration.

Laura P. Jacobs, MPH, Managing Principal, GE Healthcare Partners

David DiLoreto, MD, Senior Vice Principal, GE Healthcare Partners

Peter Valenzuela, MD, Chief Medical Officer/Primary Care, Sutter Medical Group of the Redwoods



Shared Learning Fest

Join us Wednesday afternoon for this one-of-a-kind event. APG's Shared Learning Fest is open to all conference attendees and offers an opportunity for intimate discussions with APG Consultants—former chief executives with decades of success in risk and alternative payment models. Our Shared Learning Fest is a must-attend, interactive session for participants to deepen their knowledge of the nuts and bolts of risk-based contracting or those looking to move into risk-based APMs.

Session 1

How Do You Know If You're Getting Paid Enough?

Kelly Robison, CEO, Brown & Toland Physicians

What Do You Need for Health IT at Your Organization?

Tom Lorish, MD, Chief Executive, Outreach and Strategic Affiliation, Providence Health & Services

How to Go into Risk? Hire an MSO!

John M. Kirk, Consultant, APG; CEO, Pioneer Medical Group and Eagle Business Performance Services
Martin Serota, MD, President and Chief Medical Officer, Northeast Markets, Prospect Medical Group

How Do You Handle Post-Discharge Appointments and Other Transitions of Care?

Stephen Parodi, MD, Associate Executive Director, The Permanente Medical Group

Session 2

Financial Issues that Matter for Solvency: Tracking IBNR and Financial Reporting

Matthew Mazdyasni, Consultant, APG; former Executive Vice President, Chief Administrator and Chief Financial Officer, HealthCare Partners

Population Health Management: How to Stratify Your Risk

Bob Severs, Consultant, APG; former CEO, GEMcare Mercy Memorial Health System

Physician Segmentation: How to Pick the Physicians for Your Network

Jeffrey I. Lasker, MD, MMM, Consultant, APG; Chief Physician Officer, MORE Health, Inc.

Why Do You Need Stop Loss Insurance?

Mariella Cummings, Consultant, APG; former CEO Physicians of Southwest Washington



Breakout Sessions

Medicare ACOs: A Guided Discussion on Problems and Solutions

Much of the value movement's success rests on the shoulders of the Medicare ACO program. Join us for a discussion with Medicare ACO experts and participants to discuss the success of the program, challenges participants face, and what the next iteration of ACOs look like.

Sean Cavanaugh, Chief Administrative Officer, Aledade

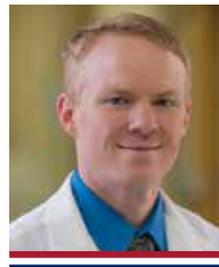
Linda Marzano, Senior Vice President for Value Based Care and Chief Executive of Pacific Medical Centers, Providence St. Joseph Health

Kurt Ransohoff, CEO, Sansum Clinic

Margaret Peterson, Director of Federal Affairs, APG (moderator)

Digital Health Interoperability: How Can We Exchange Data Safely?

You'll learn in this session some of the ways to improve interoperability between different information technology systems and software applications such that they communicate, exchange data, and use the information that has been exchanged. You will appreciate a practical view of how digital health is transforming health interoperability to improve provider and patient access to health information, whereby improving patient safety, care provisions and clinical outcomes.



William Manard, MD



Robert White, MD

William Manard, MD, Chief Medical Informatics Officer, SLUCare Physician Group

Robert White, MD, Chief Medical Information Officer, Allegheny Health Network

Innovative Approaches to Advanced Illness Care

In this session, specific physician organizations will share best practices within their responsible delivery models on how they offer person-centered advanced illness care across the continuum. From having difficult end-of-life conversations to teaching physicians how to manage patient expectations, our panelists will offer their innovative approaches to advanced illness care.

Leanne Yanni, MD, Medical Director, Palliative Medicine, Executive Medical Director of Comprehensive Care, Bon Secours Virginia Medical Group

Rebecca Gruskos, Advance Care Planning Manager, Bon Secours Virginia Medical Group

Bernard "Bud" Hammes, MD, Co-Founder and Executive Director, Respecting Choices, A Division of C-TAC Innovations

Angelo Volandes, MD, Faculty, Internal Medicine, Massachusetts General Hospital/ACP Decisions



Breakout Sessions, *continued*

Artificial Intelligence

As we all know, predictive modeling and population health management are closely associated with the success of value-based care. Artificial intelligence and machine learning could help to accelerate your regional market for population health management tools. By using machine learning tools like natural language processing to extract social determinants of health and to predict patients at high risk for psychosocial challenges, artificial intelligence may enable physician organizations to improve care management processes, especially through application programming interfaces (APIs), whereby a software program can track patient data across different venues and optimize population health outcomes.

Anthony Chang, MD, Chief Intelligence and Innovation Officer, CHOC Children's MI3

Craig Brammer, CEO, The Health Collaborative

Sam King, FHIMSS, FHFMA, President, HFMA Southern California

Addressing Social Determinants through Community Partnerships

Learn about the new flexibility in Medicare rules addressing programs associated with both social and behavioral determinants of health. Solutions in these areas are being achieved through a unique partnership between America's Physician Groups and Partners in Care Foundation. You will hear several case studies and learn about opportunities available to your organization.

John Gorman, Executive Chairman, Gorman Health Group

June Simmons, President & CEO, Partners in Care Foundation



APG's Take on Direct Provider Contracting with CMS: The Third Option

CMS is considering a set of potential models under the general category of direct provider contracting (DPC). In May, APG submitted our Third Option model for consideration along with comments on overarching principles. Join us to learn about the construct of DPC models and how these models would function if implemented.

The Data Proves It: As Providers Assume Risk, the Value of Care Increases

The Integrated Healthcare Association (IHA), a pioneer in measurement and transparent reporting of cost and quality performance of California's "delegated model" risk bearing physician organizations, has recently completed its second year of measurement of the total cost of care performance across several delivery system models. The data support the premise that integrated, risk-bearing delivery systems outperform more fragmented, PPO-style networks in both cost and quality. IHA CEO Jeff Rideout, MD will present the analysis, its implications, and the vision for the future of healthcare delivery system reform.

Jeff Rideout, MD, President and CEO, Integrated Healthcare Association

Highly Evolved Primary Care Models: The Future of the Value Movement?

Around the country new and highly evolved models of capitated primary care are taking root and driving exciting advances in the value movement – high touch services, home visits, use of artificial intelligence, and social services characterize many of these models. This session will address and explore these new developments.





Tentative Colloquium Agenda

Please note that times are subject to change. Visit colloquium2018.apg.org for updates.

Wednesday, October 10

- 11:00 am – 1:00 pm Clinical Quality Leadership Committee Meeting (*invitation only*)
- 12:30 pm – 7:00 pm Colloquium Registration
- 12:30 pm – 4:00 pm Preconference – Coordinated Care 101: A Primer
- 4:15 pm – 5:30 pm Shared Learning Fest
- 5:30 pm – 7:00 pm Opening Reception

Thursday, October 11

- 7:00 am – 7:00 pm Colloquium Registration
- 7:00 am – 8:00 am Breakfast Buffet
- 8:00 am – 8:30 am Welcome: Don Crane, President and CEO, APG
- 8:30 am – 9:15 am Keynote Address
- 9:15 am – 10:00 am Keynote Address
- 10:00 am – 10:15 am Break
- 10:15 am – 10:45 am Keynote Address
- 10:45 am – 11:30 am Keynote Address
- 11:30 am – 12:00 pm Lunch provided
- 12:00 pm – 1:00 pm Luncheon Keynote Address
- 1:00 pm – 1:30 pm Break
- 1:30 pm – 2:45 pm Breakout Sessions A
- 3:00 pm – 4:15 pm Breakout Sessions B
- 6:00 pm – 8:30 pm Exhibit Fair and Strolling Dinner

Friday, October 12

- 7:30 am – 8:30 am Breakfast Buffet
- 8:30 am – 8:45 am Opening Remarks, Kurt Ransohoff, MD, APG Board Chair
- 8:45 am – 9:45 am Keynote Address
- 9:45 am – 10:15 am Break
- 10:15 am – 11:00 am Keynote Address
- 11:00 am – 11:50 am Keynote Address
- 11:50 am – 12:00 pm Wrap-up and Closing Remarks: Don Crane
- 12:15 pm – 1:15 pm America's Physician Groups Advocacy Membership Luncheon (*invitation only*)

Sponsorships and Exhibits

As an America's Physician Groups conference sponsor or exhibitor, you'll gain access to hundreds of physicians and executives from leading coordinated care organizations nationwide. We appreciate the commitment of our ongoing sponsors and invite new partners to this high-value opportunity.*

\$20,000 Diamond Sponsor | \$15,000 Platinum Sponsor | \$10,000 Gold Sponsor

Sponsorship Benefits	Diamond	Platinum	Gold
Sponsorship acknowledgment during a General Session	●		
Sponsor-provided single page promotional insert as Colloquium handout	●		
Premium 8' x 10' booth space at Thursday night Exhibit Fair and Strolling Dinner	●		
8' x 10' booth space at Thursday night Exhibit Fair and Strolling Dinner		●	●
Premium signage with logo prominently displayed during Colloquium	●		
Signage with logo prominently displayed during Colloquium		●	●
Selected level sponsorship acknowledgement in Colloquium meeting materials and <i>Journal of America's Physician Groups</i>	●	●	●
Discount advertising in <i>Journal of America's Physician Groups</i> Colloquium issue	●	●	●
Complimentary all-event Colloquium registrations / America's Physician Groups Partners	4/6	2/4	2/2
Two booth attendee registrations (Thursday night only)	●	●	●
Pre- and post-event attendee list with name, company, job titles and states	●	●	●
Slides of logo displayed prior to all General Sessions	10	8	4
Logo displayed on Sponsors page of Colloquium media	●	●	●
Company listing in Colloquium Virtual Trade Show	●	●	●

*The Colloquium sponsorship policy allows America's Physician Groups to accept health plans as exhibitors only.



Sponsor an Event or Service

These selections can be made individually or in addition to a major sponsorship and include the listed benefits. For more information and to reserve your place, please contact Cassandra Perkins at 213.239.5040 or cperkins@apg.org.

Reception Sponsorship

Opportunity to host a premier social networking event. This option is available exclusively to Diamond, Platinum, and Gold sponsors and must be approved by America's Physician Groups. Please contact Lura Hawkins at 213.239.5046 or lhawkins@apg.org for details.

Contributing Sponsor Opportunities

- EVENT MOBILE APP SPONSOR (\$10,000) Signage, company logo displayed on startup
- KEY CARD (\$10,000) Tricolor company logo on attendee hotel key cards
- THURSDAY BREAKFAST (\$5,000) Signage, one Colloquium registration
- THURSDAY LUNCH (\$5,000) Signage, one Colloquium registration
- FRIDAY BREAKFAST (\$5,000) Signage, one Colloquium registration

Thursday Night Exhibit Fair and Strolling Dinner

High visibility for your company with healthcare decision-makers

- FEE: \$5,000 (AMERICA'S PHYSICIAN GROUPS PARTNERS \$4,000)
 - One 8'x10' Exhibit Fair booth
 - Two color slides of logo displayed before all General Sessions, and listing in Colloquium Virtual Trade Show
 - Pre- and post-event attendee list with name, company, job titles and states
 - Two complimentary all-event Colloquium registrations

Special Ad Rates in *Journal of America's Physician Groups Colloquium Edition*

The Colloquium issue will be distributed to approximately 500 attendees in addition to more than 6,000 regular subscribers. America's Physician Groups Members, Partners, and Sponsors receive discounted rates. Contact Valerie Okunami at 916.761.1853 or journalofapg@gmail.com.

General Information

Registration Fees

	Early Bird Discount (Registered by 8/10)	Regular Price
APG Members	\$890	\$990
APG Corporate Partners	\$1,195	\$1,295
APG Associate Partners	\$1,295	\$1,395
APG Affiliate Partners	\$1,395	\$1,495
APG Advocacy Members	\$1,395	\$1,495
Government Employees and Academics	\$1,385	\$1,485
Non-Member Colloquium Sponsors	\$1,695	\$1,795
Standard Registration	\$1,795	\$1,895
Booth Attendee (Thursday night only)		\$600
Preconference Only: APG Members		\$395
Preconference Only: Standard		\$495

Full-time students may register for the Colloquium for \$600. Student registration for the Preconference only is \$150. Please email class schedule to conferences@apg.org to receive a discount code.

Groups of five or more in full registration categories will receive a \$50 discount per person (excludes complimentary, Booth Attendee, or Preconference Only registrations). Attendees must register together or as a group to receive discount.

Post-conference content is free to all full conference registrants.



Exhibit Fair and Strolling Dinner

Exhibitors and attendees alike will find America's Physician Groups' signature Exhibit Fair and Strolling Dinner on Thursday evening a worthwhile and fun event. Make valuable new contacts and learn about the latest coordinated care products and services.

Registration Information

Attendee Registration

For Colloquium registration, please register online by October 4, 2018 (for hotel by September 19, 2018) at colloquium2018.apg.org. Questions? Please call 213.624.2274 or e-mail conferences@apg.org with any questions about Colloquium 2018 registration.

Sponsors/Exhibitors

Please select your sponsorship online by September 6, 2018 by visiting colloquium2018.apg.org. Questions? Please call 213.624.2274 or email cperkings@apg.org.

Hotel Information

Attendees will make reservations with the Hyatt Regency Washington on Capitol Hill using the custom link available at apg.org/colloquiumhotel. Your confirmation will come from the hotel immediately upon booking. Please note that APG does not use third party booking agencies. Neither APG nor the Hyatt will initiate contact with you by phone about making reservations.

The Hyatt Regency Washington on Capitol Hill is located at 400 New Jersey Avenue NW, Washington, DC 20001. A special rate of \$289 per night (plus applicable fees and taxes), single or double occupancy, has been arranged. The special rate is only available through APG Registration and can only be guaranteed up to September 19, 2018, or until our block of rooms sells out. A valid credit card must be provided in order to reserve a room. Check-in time is 3:00 pm and checkout is 11:00 am.



General Information

Badges

Badges are required for all attendees and are mandatory for admission to all events for which you are registered.

Special Requests

If you require any of the auxiliary services identified in the Americans with Disabilities Act or if you have special dietary requirements, please email Dianne Glover at dglover@apg.org.

Private Hospitality Events

No hospitality event or other activity may be scheduled at the Colloquium without the express permission of America's Physician Groups. Any such scheduling will result in cancellation of the event and forfeiture of any deposits for food and beverage orders.

Cancellations

Colloquium registration cancellations received in writing by October 4, 2018 will be subject to a \$50 processing fee. No refunds will be granted after October 4, but registration substitutions are allowed.

Sponsor and Exhibitor cancellations received in writing by September 6, 2018, will be subject to a \$500 fee, and separate attendee registration cancellations will be subject to a \$50 fee. No refunds can be made after September 6, 2018. For hotel cancellations, please see your Hyatt reservation confirmation for hotel's cancellation policy.

Multimedia Policy

In consideration for being able to attend America's Physician Groups Colloquium 2018, all attendees hereby grant to America's Physician Groups, its licensees, and third party contractors, full and complete irrevocable permission, without reservation or restriction, to photograph, record, or both, all attendees at the conference, and to use said photograph(s), recording(s), and likeness in any manner in connection with the conference or any America's Physician Groups-related matter without any compensation, benefit, or notice to them.

Content and Opinions

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ANNUAL CONFERENCE 2019

April 11-13, 2019 | San Diego, CA

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