



SUMMIT SERIES ON ACOs

How Will ACOs Impact Patient Access to Innovation and Technology?

Since passage of the Affordable Care Act, more than 450 Accountable Care Organizations have been established in 49 states. While ACOs are in the spotlight as a means to transform the health care delivery system, many challenges need to be addressed. NEHI has taken the lead by convening a **series of dynamic summits** for senior leaders from pioneer ACOs, academia, biopharma and medtech for a multi-sector exploration of the potential impact of ACOs on patient access to innovative therapies and technologies.

Key Areas of Discussion Include:

- How will ACOs transform patient access to innovative therapies and technologies?
- How will different ACO models approach purchasing and decision-making processes for new innovations?
- In what ways can innovators work collaboratively with ACOs to develop solutions that will address cost and quality goals?

Boston Summit



Speakers:

Kathy Buto
Johnson and Johnson

John A. Fallon, MD
Blue Cross Blue Shield of Massachusetts

Justine Carr, MD
Steward Healthcare System

Gene Lindsey, MD
Atrius Health

David Cutler
Harvard University

Amy Whitcomb Slemmer
Health Care For All



“We’re in receivership. The state government and the federal government has said, ‘We’ve been waiting for a very, very long time for you to solve the problems of quality and cost. You aren’t doing it.’”

John A. Fallon, MD
Blue Cross Blue Shield of Massachusetts



“This new model has changed the conversation. It’s changed who’s at the table. It’s changed ownership. We now have information that lets us understand total medical expense.”

Justine Carr, MD
Steward Healthcare System

“I think the era of ‘Let’s just make it shinier, new material, a little bit better’ is going away.”

Kathy Buto
Johnson and Johnson

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Some of the **emerging lessons** and concerns about ACOs and innovation gleaned from the Summits include:

- ACOs are speeding the transition from broad-based innovations to targeted solutions
- ACOs create a new business model and clinical need for patient engagement technologies
- ACOs are increasing the adoption of evidence-based medicine and clinical guidelines
- ACOs are creating an opening for novel data-partnerships between payers, health systems and innovators
- Innovators are concerned about ACOs limiting access to effective technologies and future therapies
- Innovators want to learn more about how ACOs are making their purchasing decisions, what data will be necessary, and whether new data metrics will be included in research and development

Washington, DC Summit



Keynote Presentation:

Mark McClellan, MD

Director, Engelberg Center for Health Care Reform and the ACO Learning Network, Brookings Institution

“If you really want to avoid the squeezes from fee-for-service payment systems and free up more resources for truly innovative products, the thing to do might be to encourage the adoption of some of these kinds of reforms by building accountability into your payment contracts.”



“As we see more movement in this direction, the important thing for medical product developers to think about is, ‘What are the outcome impacts that they expect their products to have?’”



Speakers:

Margaret Anderson

FasterCures/The Center for Accelerating Medical Solutions (moderator)

Marc Malloy

Renaissance Health Network

Michael S. Jellinek, MD

Partners HealthCare System

John Pilotte

CMS

Charles Kennedy, MD

Aetna

Liz Fowler

Johnson & Johnson

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