

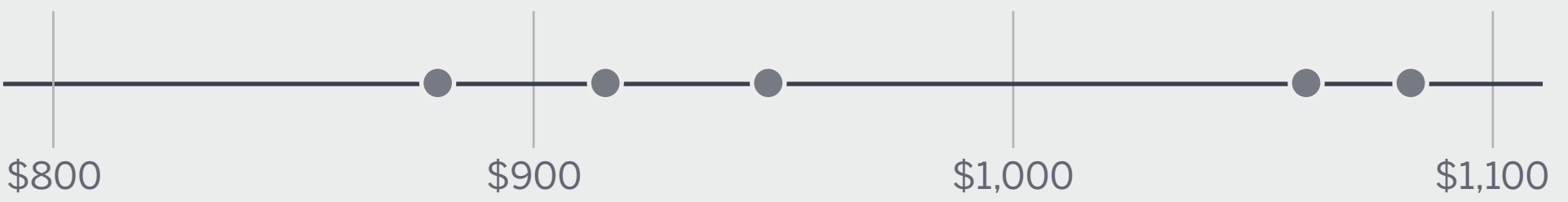
Provider-level data can tell ACOs a different story

With Milliman ACO Builder, ACOs can improve strategic decision-making and performance using provider-level financial benchmarks.



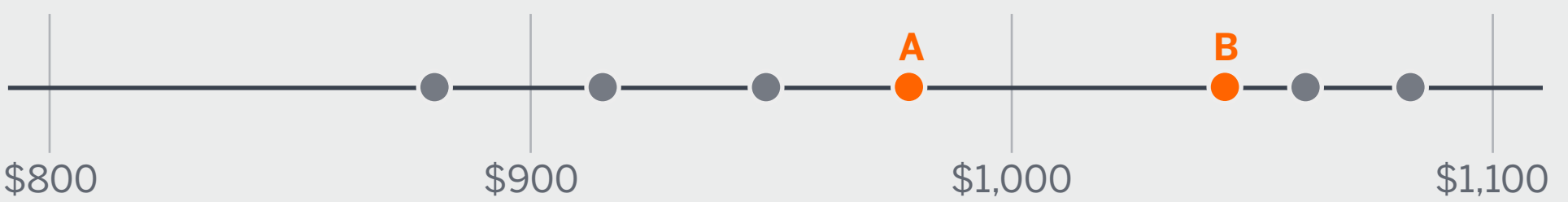
HERE ARE PBPM EXPENDITURES OF A FICTIONAL FIVE-PARTICIPANT ACO

● EXISTING ACO PARTICIPANTS' EXPENDITURES



The ACO is considering adding one or two additional providers and looks at historical claims data to evaluate its choices.

● NEW PROVIDERS' EXPENDITURES ● EXISTING PARTICIPANTS' EXPENDITURES



Based on expenditures only, **PROVIDER A** looks like the best prospect. But an in-depth look using Milliman ACO Builder shows a different result.



PROVIDER PERFORMANCE OVERALL

Looking at provider-level detailed data, it's clear that **PROVIDER A** operates at a loss while **PROVIDER B** could become the ACO's top performer.

● NEW PROVIDERS' NET SAVINGS (PBPM) ● EXISTING ACO PARTICIPANTS



● NEW PROVIDERS' NET ANNUAL SAVINGS (\$ MILLIONS) ● EXISTING ACO PARTICIPANTS



PROJECTED ANNUAL NET SAVINGS BY ACO PARTICIPANT LIST CONFIGURATION

The data provided by Milliman ACO Builder reveals that adding just **PROVIDER A** would decrease savings, while adding **PROVIDER B** or both **A** and **B** would increase savings.

EXISTING ACO	\$5.4 MILLION
IF PROVIDER A JOINS	2.8M
IF PROVIDER B JOINS	10.4M
IF BOTH JOIN	7.8M

For more on how Milliman ACO Builder can help, please visit: <https://www.milliman.com/en/products/milliman-aco-builder>

