



# Health Plan Capabilities



## About Discern Health

Discern advises clients across the private and public sectors. Our focus is on helping to define the value of health care services through quality-based payment and delivery models. These models align performance with incentives by rewarding doctors, hospitals, suppliers, and patients for working together to improve health care while lowering total costs.



Top-performing health plans are making substantial investments in value-based care and addressing social determinants of health.

### Learn More

[DiscernHealth.com](http://DiscernHealth.com)  
[@DiscernHealth](https://twitter.com/DiscernHealth)

### Contact Us

**Gracelena Ignacio**  
Business Development & Marketing Director  
[gignacio@discernhealth.com](mailto:gignacio@discernhealth.com)  
(410) 542-4470 x110

Federally registered small business  
Baltimore, MD & Washington, DC

For more than a decade, top-performing health plans have committed to improving population health and lowering costs through innovative value-based payment models. To be effective, such models must have clearly defined measures and processes, align with other public and private efforts, and be practical to implement. These value-based models also need to keep pace with changes in measurement, data collection, and payment strategies in the rapidly evolving, competitive marketplace.

Discern Health specializes in partnering with health plans to design, implement, and evaluate programs that reduce costs and improve outcomes for their customers and members. We help health plans gain competitive advantages through data-driven approaches that put the right incentives in place for members and providers, as well as for drug and device manufacturers.

## Our Solutions

Discern offers a wide range of highly customizable solutions to solve performance measurement and improvement challenges, including:

- Creating population health management strategies and value-based benefit structures
- Designing provider quality and incentive programs
- Evaluating and supporting improvement with quality and accountability programs such as the Health Care Effectiveness Data and Information Set (HEDIS), Medicare Part C & D Star Ratings, Quality Rating System (QRS), and Plan Performance Assessment (PPA)
- Assessing new technologies and vendor capabilities related to electronic data for measurement
- Developing risk-based contracting strategies for drugs, devices, and health plan vendors
- Facilitating partnerships and coordination with external stakeholders through contracting models that reward better patient outcomes and value
- Developing training resources, including virtual learning programs, on topics such as value-based purchasing

## Our Expertise

Discern supports a variety of health care stakeholders, including providers, life sciences companies, professional societies, patient groups, and government agencies, to improve and enhance success with value-based care initiatives.

Our team has decades of leadership experience with health care measurement and payment models at the Centers for Medicare & Medicaid Services (CMS), the National Quality Forum (NQF), the National Committee for Quality Assurance (NCQA), state Medicaid agencies, and managed care organizations. Our expertise includes:

- Quality measurement & improvement
- Alternative incentive & payment models
- Benefit design
- Patient-centered care models & transformation
- Data modeling & analytics
- Research & program evaluation



Discern provides the expertise of a larger firm, while maintaining a responsive, flexible, and customized approach.



## Learn More

[DiscernHealth.com](https://discernhealth.com)  
[@DiscernHealth](https://twitter.com/DiscernHealth)

## Contact Us

**Gracelena Ignacio**  
Business Development & Marketing Director  
[gignacio@discernhealth.com](mailto:gignacio@discernhealth.com)  
(410) 542-4470 x110

Federally registered small business  
Baltimore, MD & Washington, DC

## Select Project Examples



### Recommendations & Implementation Support for Quality Strategy Initiatives

#### *Nationwide Health Plan*

Based on initial work performed by Discern to compare a nationwide health plan's HEDIS and Consumer Assessment of Healthcare Providers and Systems (CAHPS) measure performance to that of other health plans with similar and different population characteristics, Discern is creating strategic recommendations that align with the health plan's goals and support the health plan's performance measure and quality strategy initiatives.



### Comprehensive Primary Care Plus (CPC+) Multi-Payer Convening

#### *Aetna & Independence Blue Cross*

The CPC+ initiative launched by CMS is a national advanced primary care medical home model that aims to strengthen primary care through regionally based multi-payer payment reform and care delivery transformation. Discern facilitated the convening of multiple Medicare Advantage payers in the Greater Philadelphia region to align payer-specific payment models, develop data aggregation capabilities, and support the implementation of the CPC+ model.



### Payer Partner Engagement & Alignment Support

#### *Center for Medicare & Medicaid Innovation (CMMI)*

In partnership with Deloitte, Discern is helping CMMI to engage and align commercial payers in two large-scale primary care payment models: CPC+ and Primary Care First. Discern is working with regional support teams to remove barriers and align quality measures so primary care practices can focus on care delivery and improve shared infrastructure (e.g., performance data, payment systems, practice agreements) to support the transition from fee-for-service to value-based care. This support drives the model's success at the regional level and leverages opportunities across regions to accelerate primary care transformation.



### Value Based Purchasing & HEDIS Provider Outreach Training

#### *Medicaid Managed Care Organization*

Discern developed a comprehensive, multi-module training program to provide comprehensive education on value-based purchasing initiatives and HEDIS to field staff engaging external network providers. In addition, Discern conducted the multi-day training program and administered pre- and post-evaluations of the Medicaid managed care company's staff.



### Accountability Program, Performance Measurement & Quality Improvement Strategic Advising

#### *Association of Health Plans*

Discern is supporting the association's many activities in relation to the health care quality program to which the health plans are held accountable, including HEDIS and CAHPS performance measurement reporting and improvement strategies, data analytics, and interactions with program administrators.