

# Vytalize Health—A New Kind of ACO

Your primary care practice now has an exciting opportunity to deliver better patient outcomes and generate additional revenue

Vytalize Health is an accountable care organization (ACO) that participates in the Medicare Shared Savings Program, a voluntary program that encourages groups of doctors and other health care providers to deliver coordinated, high-quality care to Medicare beneficiaries. By joining this innovative ACO, your practice can easily increase its revenue under the Shared Savings Program.

## Vytalize pays your practice monthly bonuses to close gaps in care.

*Practices that engage with Vytalize:*

- Earned \$50K extra per primary care provider for 2022
- Are projected to earn \$150K extra per primary care provider for 2023

## Who can join the Vytalize Health ACO?

Primary care practices that serve the Medicare fee-for-service patient population are eligible to join.\* **There is no extra charge** for practices to participate in Vytalize ACO.

Today, Vytalize helps medical practices in 36 states manage more than 200,000 fee-for-service Medicare beneficiaries, working in collaboration with primary care physicians.

## Get the benefits of population health without the cost

By joining this ACO, your practice will benefit from clinical insights based upon patient data analytics—this service is provided at no additional cost. Data analysis is the foundation of the Vytalize strategy to help your practice achieve better health outcomes:

- Vytalize uses NextGen® Population Health—a market-leading solution—to provide insights based in data as well as risk management tools to improve performance under value-based care.
- NextGen Population Health enables identification of the most at-risk patients in your practice's Medicare panel.
- By joining Vytalize, your practice gets the benefits of NextGen Population Health without having to purchase the software or add tasks related to running the software to your staff's workload.
- Using a population health strategy also helps your practice lower overall healthcare costs.

## KEY POINTS ABOUT VYTALIZE HEALTH

### Collaborative approach

Vytalize partners with primary care practices every step of the way.

### Support for independent care

Primary care physicians maintain complete control over care plans.

### Insights based upon data

Personalized insights and action items for patients are created from a foundation in data—claims, clinicals, labs, behavioral services, hospitals, and more.

### Holistic care

Data-driven solutions are used to create holistic plans to improve outcomes for your patients, backed by virtual and at-home clinical support services to supplement the care you provide.

### Provider Payments

Providers are paid for spending more time with patients, increasing preventive care, joining weekly calls with Vytalize representatives, and becoming more engaged with patient outcomes and staff performance.

\* Primary care practices that participate in a Medicare Advantage ACO can continue to do so and also join the Vytalize Health ACO for their Medicare fee-for-service patient population.

## Insights based on data analysis are made readily available

Vytalize delivers personalized insights and recommended action items to your healthcare team. These action items appear directly within NextGen Enterprise EHR. These insights are made easily accessible to enable your healthcare team address gaps in care and proactively manage patient care needs.

## Support and services for Medicare patients

As a next step in helping your practice thrive under value-based care, Vytalize makes holistic, personalized healthcare services available to people with complex healthcare needs in your patient population. These services are meant to supplement—not replace—the services your practice already provides.

Vytalize will reach out to patients to help proactively manage their care needs. Services are designed to fill gaps in care, improve the patient experience, and foster better health outcomes. They include:

- Access to a virtual clinic
- Coaching
- Chronic disease management
- Annual wellness exams
- Remote monitoring
- Behavioral health support, including access to behavioral health coaches
- House calls
- Post-discharge planning and coordination

## Three ways your practice makes money

*Vytalize partners with your practice build revenue in three ways.*

- 1 Usually, when a practice joins an ACO they wait two years or more before receiving a portion of shared savings. Vytalize pays monthly bonuses to your practice—with payments sent out in advance of the Medicare shared savings distribution.
- 2 In addition to monthly bonuses, Vytalize adds to your practice revenue through distribution of shared savings after the performance year is complete.
- 3 As part of your participation in this ACO, a Vytalize medical director and population health expert speaks with clinical and non-clinical team members from your practice each week. Your staff is compensated for their time on these calls.

## A collaborative approach to value-based care

Vytalize offers a collaborative approach to value-based care that enables better patient outcomes and increases financial opportunity for your practice. Joining this ACO greatly reduces the workload demanded from your staff to implement population health and value-based care.

Vytalize empowers physicians to succeed in value-based care while continuing to put their primary focus on doing what they love – **providing excellent care for their patients.**

## RESULTS FOR PARTICIPATING PRACTICES

*Medical practices that participated in the Vytalize ACO achieved the following results:*

 **41%**

Reduction in ER utilization

 **17%**

Higher patient retention

 **78%**

More patient PCP visits than the average beneficiary

A practice does not need to adopt NextGen® solutions to participate in Vytalize.

## NEXT STEPS.

Learn how NextGen Healthcare and Vytalize can help your practice succeed under value-based care. If your practice is interested in participating with Vytalize for the 2024 performance year, contact NextGen Healthcare at **855-510-6398** or **results@nextgen.com** by **August 1, 2023**.

[Talk to one of our experts today >](#)