

A Primary Care Practice's Guide to Value-Based Care



Why value-based care
is here to stay



Introduction

The road to advancing healthcare may be unclear, but the many benefits of value-based healthcare are undeniable. These range from lowering costs and reducing medical errors to promoting healthy habits for patients and increasing patient satisfaction.

The ongoing shift from fee-for-service to value-based care means that all healthcare providers must study and predict the needs of the patients they serve. The general goals of value-based treatment include three key pillars: improving the population's health, increasing patient satisfaction, and reducing costs.

Accountable Care Organizations (ACOs) were established to move the industry away from piecemeal fee-for-service payment and toward value-based care.

Value-Based Care Benefits

- ✓ Provides better patient care
- ✓ Optimizes your revenue
- ✓ Expands the scope of primary care
- ✓ Maximizes efficiency

Defining Value-Based Care

Value-based care (VBC) is a delivery model where physicians working with hospitals, laboratories, specialists, nurses, and others — are rewarded based on the health outcomes of their patients in addition to the quality of care they provide.



In simple terms, value-based care means that healthcare professionals focus on **preventing disease** and identifying conditions in their **early phases** when they are easier and less expensive to treat, rather than treating patients after they become ill, which is costly and leads to worse outcomes.

In a value-based healthcare model, healthcare professionals are paid based on quality and outcome instead of a fee-based model where they are paid by volume, which incentivizes more procedures and higher costs.

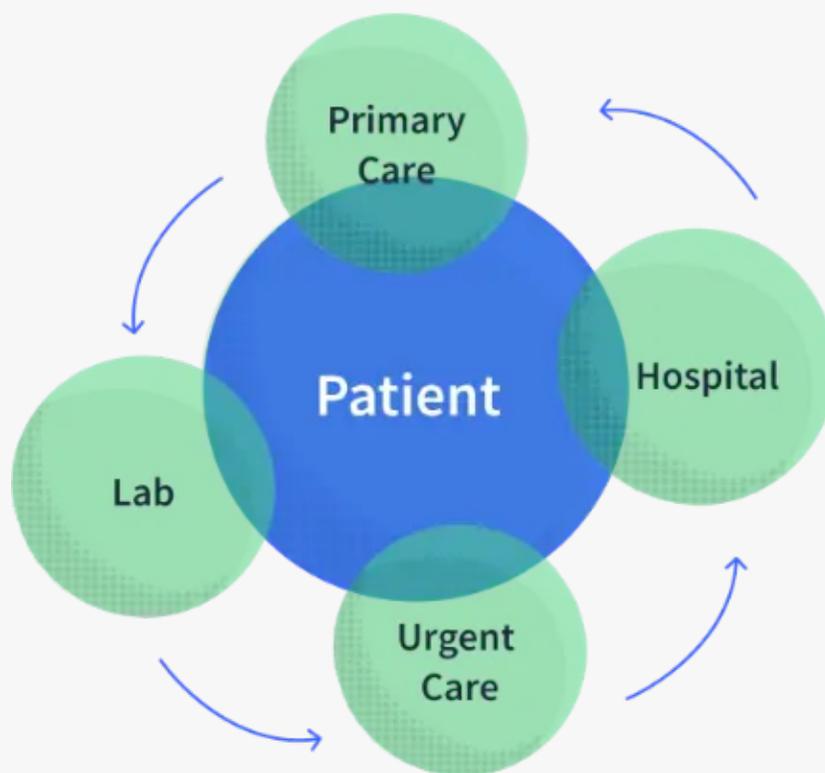
This new paradigm makes healthcare work better for patients and providers by unifying everyone as one team and aligning incentives.

What is an Accountable Care Organization?

In an accountable care organization (ACO), physicians, hospitals, and other healthcare professionals form a networked team to provide the best-coordinated care at the lowest possible cost.

Each team member shares the risks and rewards and improves access to care, quality of care, and patient health outcomes while reducing costs.

ACOs are networks of doctors and healthcare facilities that share financial and medical responsibility for providing coordinated patient care.



ACOs were designed to support the healthcare industry's transition from fee-for-service to value-based healthcare.

Value-based care models are based on a robust team-oriented approach, often led by the patient's primary care physician.

Saving Money With Value-Based Care

While quality care can be provided in any model, the difference in how providers are paid, combined with how patient care is delivered, offers the opportunity to improve healthcare and save money in a VBC environment.



High-Cost Healthcare Expenses

- Unnecessary hospitalizations
- Non-emergent emergency room visits
- Use of brand-name drugs when generic forms are equally effective

Transforming the healthcare system will take time as every shift faces its own challenges. A successful move to value-based care will be difficult without doctors on board. Therefore, incentives will be needed to motivate physicians.

Some of these incentives include developing care management systems to improve population health and providing physicians with the necessary tools to facilitate the shift, such as data analytics engines, and expanded services.

Nevertheless, the shift from fee-for-service to value-based care has proven to be the most effective way to reduce healthcare expenditures while improving the quality of care and helping people live longer and healthier lives.



"Vytalize improves our system by tenfold. It helps me monitor patients, what they need, what conditions they have, and what to look for. It also keeps us on track and making sure we're doing everything that we need to do, allowing the patient to have the best quality of care possible. "

Dr. Ruben De Los Santos
Eagle Pass, TX

How Vytalize Enables Your Practice's Success

We provide an all-in-one solution that includes value-based incentives, smart technology, and a virtual clinic that enables independent practices to succeed in value-based care arrangements.

Our collaborative and personalized approach to value-based care enables better patient outcomes and strives to improve healthcare for all.

Benefits of working with Vytalize

- ✓ Increase revenue with monthly bonuses
- ✓ Lower overall healthcare costs
- ✓ Improve patient experiences and outcomes
- ✓ Receive personalized insights and actionable data

Results from our engaged practices

41%

Reduction in
ER utilization

17%

Higher
patient retention

9%

Cost
savings

Frequently Asked Questions

What clinical services does Vytalize provide?

Vytalize provides an all-in-one solution tailored to senior patients. Our solution includes a virtual and in-home clinic, and our services include chronic disease management, remote monitoring, behavioral health and mental support, post-discharge planning and coordination, annual wellness exams and house calls. These services are designed to fill in gaps in care and not to replace what your practice currently provides.

How does Vytalize impact provider-patient relationships?

Vytalize is designed to strengthen the special relationship between primary care doctors and their patients. We believe value-based care relies on this relationship. Our solution enables doctors to have better data and dedicate more time caring for the patients that need it most.

What technology solutions does Vytalize use?

Our proprietary data-driven solutions work within the technology you already use to build smart and relevant plans for you and your patients.

Get started with value-based care.

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

