

CareMount Medical

**As Seen On
CrainsNewYork.com
September 24, 2019
Viewers Per Month:
379,180**

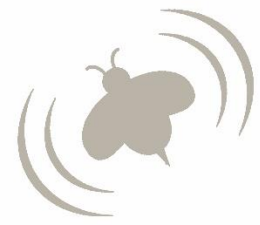
CRAIN'S NEW YORK BUSINESS

Health **Pulse**

**CareMount, UnitedHealthcare ink
new value-based agreement**

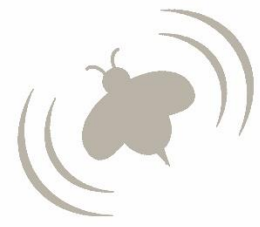
Plus:

- Quality improvement programs need rigorous testing: NYU Langone study
 - Rockland-based providers form IPA for aging in place
 - Medical-marijuana company first to sell cannabis flower products
-



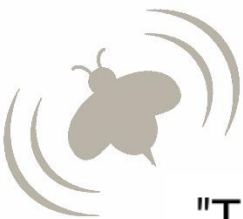
CareMount Medical and UnitedHealthcare said Monday that they have established a network relationship that will provide individuals in the insurer's Medicare Advantage plans access to more than 600 primary care and specialty physicians throughout the Hudson Valley.

The organizations will launch an accountable-care program for CareMount patients enrolled in UnitedHealthcare Medicare Advantage plans. CareMount said the accountable-care relationship is one of many value-based payment models it participates in, which serve about 40,000 Medicare patients and are aimed at improving outcomes and lowering costs of care.



Specifically, the accountable-care relationship will see UnitedHealthcare provide additional data and support to CareMount, such as sharing data about its members' underlying medical conditions, past treatments, medications and future care needs, CareMount said. The data are aimed at supporting physicians' efforts to provide quality care. For example, that may include being able to more easily identify patients who are at higher risk for emergency department visits or readmission to the hospital and intervene more quickly.

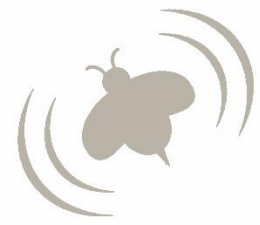
CareMount has had a longstanding relationship with UnitedHealthcare on commercial insurance and is excited to expand that relationship to Medicare Advantage patients, said Dr. Scott Hayworth, president and CEO of CareMount.



"The patient is at the center of everything we do," Hayworth said. Ultimately, the collaboration is designed to help keep patients out of the emergency department and hospital and provide better outcomes overall. For example, that may include providing prompt appointments for patients upon hospital discharge and connecting diabetes patients with ophthalmology and podiatry appointments.

In terms of value-based care, it's "extremely important" for CareMount's business now and in the future, said Kevin Conroy, chief financial officer and chief population health officer.

"Our goal is to become more and more responsible for the total cost of the patient in partnership with payers," Conroy said.



In particular, that involves investing heavily in analytics and care coordination as well as in inpatient, acute-care and home health relationships, he said, all aimed at taking a more holistic approach to patient care.

As for UnitedHealthcare, Phillip Franz, CEO of Medicare & Retirement in New York, echoed that sentiment. "Our collaboration with CareMount through this new accountable-care model will support our shared goal of improving both the quality and cost of health care," he said in a statement. "We're always looking for ways to provide a better health care experience for those we serve through our Medicare Advantage plans and believe this new relationship with CareMount will help us do that." —Jennifer Henderson