

The health care revolution is here.

Value-based care models are the future.

70%
currently



Population with access to an ACO¹

Oliver Wyman

50%
by 2018



Goal for Medicare payments in value-based models²

Health and Human Services

75%
by 2020



Goal for payments in value-based models³

Health Care Transformation Task Force

Are you ready?

Is your organization prepared to...

Invest in tools and technology?

Design a new incentive structure?

Redesign your care delivery system?

Grow your network?

Collaborate with third parties?



85% of hospital CFOs say that without access to proper tools and expertise, they will be forced to opt out of many key risk-based contract opportunities.⁴

Where should you start?

Choose the model that's right for you.



We're here for you.

Let us help you transform your organization.

Enable

Enable transformation.

Providers can achieve **savings of 25% or more** by leveraging population health opportunities.⁵

Harvard Business Review

Grow

Grow share of members.

Without **knowledge of how to position a health plan** in their specific market – success may be elusive.⁶

McKinsey & Company

Operate

Operate more efficiently.

Spending can vary up to 30%, suggesting potential **savings** if the right incentives and capabilities are in place.⁷

Deloitte University Press

The time to act is now.

Our models are already achieving results.

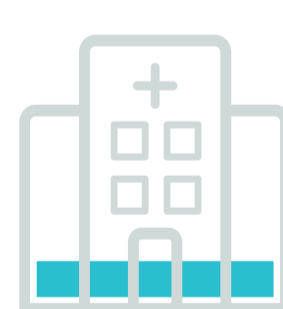
13%

Reduction in medical costs⁸



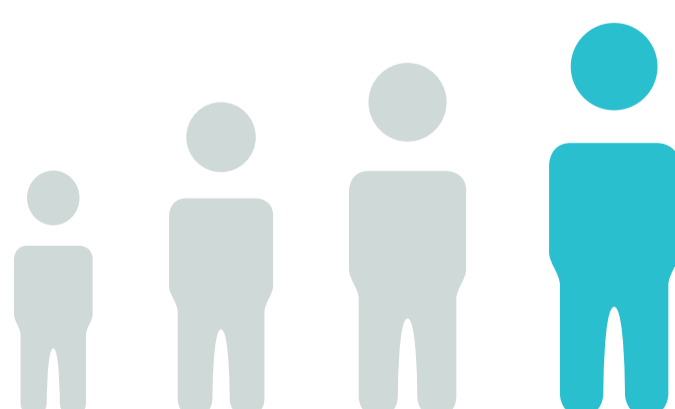
12%

Reduction in avoidable inpatient admissions⁹



157%

Growth in membership¹⁰



11%

Increase in generic dispensing of top four drug groups¹¹



The future of health care relies on collaboration and innovation. Take your first step with Accountable Care Solutions from Aetna.

Accountable Care Solutions
from **aetna**

1 Ghandi, Niyum. ACO Update: A Slower Pace of Growth. Rep. Oliver Wyman, May 2015. Web. Jan. 2016.
2 Morgan, David. "U.S. Government Unveils Goal to Move Medicare Away from Fee-for-Service." Reuters. 26 Jan. 2015. Web. Jan. 2016.
3 Abelson, Reed. "Industry Group to Back Results-Focused Care." The New York Times. 28 Jan. 2015. Web. Jan. 2016.
4 Half of Healthcare Payments to Funnel through Value-based Care Programs by 2020, Financial Tools Are Top Priority for ACOs. Fintz Black Book. Black Book Market Research. 17 June 2015. Web. Jan. 2016.
5 Porter, Michael E., and Thomas H. Lee. "The Strategy That Will Fix Health Care." Harvard Business Review. Oct. 2013. Web. Jan. 2016.
6 Khanna, Gurjjan, Ebsen Smith, and Saum Sutaria. Provider-Led Health Plans: The Next Frontier – or the 1990s All Over Again? Rep. McKinsey & Company, Jan. 2015. Web. Mar. 2016.
7 Gerhardt, Wendy, Leslie Korenda, Mitch Morris, and Gaurav Vadnerkar. The Road to Value-Based Care. Rep. Deloitte University Press. 20 Mar. 2015. Web. Mar. 2016.
8 Aetna internal data for product ACOs effective as of 1/1/2014 and in place for at least one year.
9 Aetna internal data for attribution ACOs effective as of 1/1/2014 and in place for at least two years.
10 Innovation Health internal data, 2015.
11 Aetna internal data for product ACOs effective as of 1/1/2014 and in place for at least one year.