



2025 California Quality Collaborative Network Convening **Burbank, CA**

Actionable Strategies for Primary Care Investment: Leveraging Alternative Payment Models

March 4, 2025

Panelists



Sean Atha

Senior Vice President, CalAIM
Initiatives & Community
Health Integration,
Vivant Health



Karen Gee

Senior Vice President, Strategy &
Business Development,
Prospect Medical Group



Colleen Murphey

Chief Operating Officer,
Health Plan of San Mateo



Sumana Reddy, MD

Family Physician,
Acacia Family Medical Group



Moderator:

Peter Robertson

Senior Director,
Practice Transformation

Utilization of Alternative Payment Methodologies (APM) in Vivant Health's Care Management and Contracting

March 4th, 2025

Current programs:

- Oncology
- Lab Services
- Quality Incentives
- Additional Management Rap Around Services

Future programs:

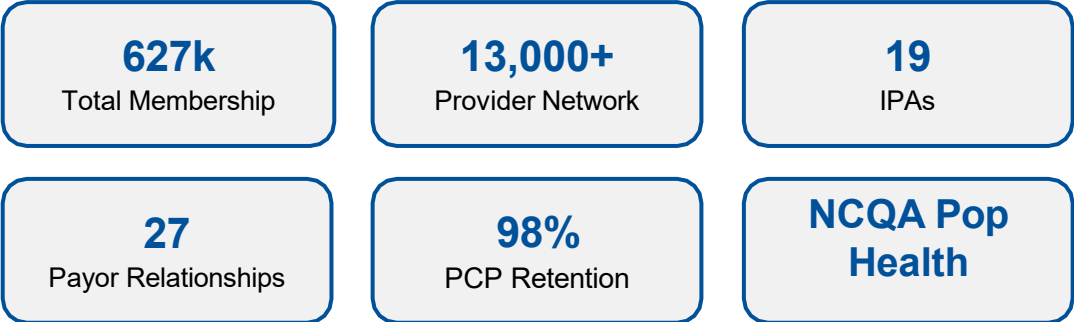
- Nephrology

Prospect Health: Multi-Line Value-Based Care Platform Supporting Independent Providers

Company Overview

- Prospect Health is a **purpose-built organization** that facilitates highly **coordinated clinical care** and **enables risk-arrangements**
- **38-year history** with **professional and institutional risk-taking** in all four states
- Extensive experience and track record of **profitable risk-based arrangements** across **Medicare, Medicaid, Commercial** including **Exchange products**
- Platform built on quality and compliance: **NCQA Accreditation in Population Health** (1 of 33 in U.S.) and **Elite Status from America's Physician Groups** (12 consecutive years)
- Long-tenured payor relationships with an **average tenure of 23 years** among top ten health plans

At a Glance ⁽¹⁾



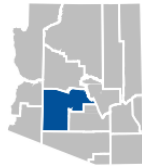
Geographic Footprint Across 33 Regions in 4 States

California



Los Angeles County
Orange County
San Diego County
Inland Empire ⁽⁴⁾

Arizona



Maricopa County

Texas



Bexar County

Rhode Island



Bristol County
Kent County
Newport County
Providence County
Washington County

Primary Care Investment Goals

Strategically invest in primary care, to:



1. Better allocate resources: to address chronic underinvestment, support the implementation of advanced primary care, and shift from a focus on *volume to value*.



2. Promote a robust and thriving workforce: fortify a diverse primary care workforce in San Mateo County to increase capacity, bandwidth, and joy.



3. Improve population health: support our network to be more population focused, in order to achieve better, more equitable health outcomes for our members.



4. Enhance the care experience for members and families, so that they are satisfied, engaged in their care, and healthy.

Grounded in our HEALTHY values



- H** Health care that puts members at the center of everything we do.
- E** Equitable access to quality services and supports for all members.
- A** **Advocacy** for members disproportionately impacted by health inequities.
- L** Local health care based in San Mateo county provided in partnership with community resources.
- T** **Transparency** and accountability achieved through local governance.
- H** **Honesty** is the core of our service to members, providers, business partners and the community.
- Y** **You** - because HEALTHY is for everyone!