Welcome to our virtual waiting room!

While you wait for the session to start, please take time to:

1. Familiarize yourself with BlueJeans
2. Check your name - update first and last if incorrect
   ➢ 1 in the picture
3. Visit the chat window
   ➢ 2 in the picture
4. Visit the question & answers window
   ➢ 3 in the picture
Lunch with Leaders LIVECast: Delivering Value at Penn Medicine

October 7, 2021
What’s in the Mail?

What did you enjoy about the last session: Adaptive Leadership in the Face of Adversity

I absolutely love your lunch with leaders series! Today’s event was perfect. It’s such a joy to see a high-functioning team in action. The “leaders” are great too.

Thank you from the bottom of my heart for infusing positive energy and a genuine sense of connectedness.

Aneira Puttaswamy
Director, Project Management
Strategic Marketing Services

Real talk from the leaders

The openness of the presenters

I appreciated the leaders' honesty, transparency and openness as to how Pandemic Flux Disorder is impacting us all and them. The chat discussion was amazing too.

Re-assurance that most departments are feeling the strain and burnout

Post-event feedback and anonymous comments from the evaluation survey
Penn’s Way FY22 (10/4 – 11/19)

Campaign Theme: 
Go Far Together 
“If you want to go fast, go alone, if you want to go far, go together”

Pillars of Need: 
Health Care Disparity 
Food Insecurity 
Social Justice

Financial Goal: 
$1.6M

Recent History: 
FY21: $1.51M, 58% participation, no goal

Raffle: 
Raffles are back! 
6-7 chances to win raffles per week

Participation

Departments with 100% participation are eligible for a pizza party!

Penn’s Way website
Watch the Book Club replay!

Previous Title: How to Change by Katy Milkman

The third Penn Medicine Book Club was Wednesday, September 29 from 7:00 to 8:00 p.m., featuring UPHS CEO Kevin B. Mahoney and Katy Milkman, author of How to Change: The Science of Getting from Where You Are to Where You Want to Be.

Set audacious goals. Foster good habits. Create social support. You’ve surely heard this advice before. If you’ve ever tried to change — to boost exercise or healthy eating, to prevent missed deadlines or kick-start savings — then you know there are thousands of apps, books, and YouTube videos promising guidance. And yet, you’re still not where you want to be. This trailblazing book explains why. Milkman discovered a crucial thing many of us get wrong; our strategy. Change comes when you understand what’s standing between you and success and tailor your solution to that roadblock.

Visit the Penn Medicine Book Club Website today for replays!

Save the Date for Dec 1!
Book: Fatal Invention: How Science, Politics, and Big Business Re-create Race in the Twenty-first Century
Author: Dorothy Roberts, JD
30 Minute Coach: October

Leading yourself:
Learn how to embody this year’s Penn Medicine Experience Standard of Empowered in your daily activities
• **Monday October 25, 3:00PM**
• **Wednesday, October 27, 9:00AM**

Leading others:
Discuss how to empower your team to speak up to promote change, optimal patient care and an even better work environment.
• **Wednesday, October 27, 2:00PM**
• **Thursday, October 28, 9:00AM**
Obtaining CME/CE Credit

To received CME/CE credits:

- Text the event code to (215) 398-6728
- Login at [https://upenn.cloud-cme.com](https://upenn.cloud-cme.com) and enter the event code via My CE/CME >> Claim Credit
- CloudCME app – Institution Code UPENN; enter the event code via Claim Credit

For further assistance, please contact penncme@pennmedicine.upenn.edu.
Today’s Objectives

- Understand key principles of value based care and its evolution
- Discuss impact of value based care to patients and Penn Medicine overall
- Explore key success stories and learn tips for managing through change
- Share your experiences and get ideas from others
Participate in Poll Everywhere

#1 What emotions are you feeling today?
#2 22333
Lunch with Leaders Guests

Roy Schwartz, MBA
Vice President, Managed Care and Payer Relations

Mitch Schnall, MD, PhD
Chair, Department of Radiology

Matthew Press, MD, MSc
Physician Executive, Penn Primary Care; Medical Director, Primary Care Service Line
What emotions are you feeling today?
Value Based Payment & Care Models

Primary Care Attributed

• Medicare Shared Savings Program (MSSP) / Accountable Care Organization
• Medicare Direct Contracting / Direct Contracting Entity
• Commercial Shared Savings Programs / Clinically Integrated Network
• Independence Blue Cross Total Value of Care Program / Integrated Provider Entity

Hospital and Specialist Attributed

• Medicare Bundled Payments for Care Improvement Advanced
• Medicare Merit-based Incentive Payment System
• Independence Blue Cross Readmissions Program
• Commercial Episodes of Care Programs
Getting Our Language Right

Discussing the depth of our reliance on value based payments can be tricky

- Percentage of revenue that comes from value based incentive payments: <2%
- Percentage of revenue that is at risk in value based incentives: >2%
- Percentage of FFS revenue that flows through value based payment programs: >30%

Translate that to our margin as a health system and it become much more impactful

- Percentage of margin that comes from value based incentive payments: ~25%
- Percentage of margin that is at risk in value based incentives: ~50%
- Percentage of margin represented by the revenue that flows through value base payment programs: >100%
MYTH BUSTERS!

A health system must choose between a strategy that embraces value based payment versus a strategy that embraces fee-for-service payment.

We are not in the business of managing risk. That is solely the role of an insurance company.

This is just another fad and if we stay the course, this too shall pass.

This is just a way for big for-profit insurance companies to pay less.

Value-based care applies to community providers and not academic health systems like ours.
Next Lunch with Leaders

Empowering the Penn Medicine Experience

October 21, 2021 at 12pm

Our guests

• Krisda Chaiyachati, MD, Medical Director, Penn Medicine OnDemand; Clinical Innovation Manager, Penn Medicine Center for Health Care Innovation; Medical Director, PennOpen Pass
• Tracey Commack, Associate Executive Director at Penn Medicine Radnor
• Craig Loundas, PhD, AVP, Penn Medicine Experience, PMA
Upcoming Lunch with Leaders

Oct 21  Empowering the Penn Medicine Experience
Krisda Chaiyachati, MD, Tracey Commack and Craig Loundas

Nov 4  Navigating Career Transitions
Regina Cunningham, Greta Gilbode and Sharon Hull, MD

Nov 18  Leading to Improve Community Health
Richard Wender, MD, Carmen Guerra, MD and Alice Yoder

Visit Lead Strong Site to add the series to your Outlook calendar.
2021 LwL Dates: 9/9, 9/23, 10/7, 10/21, 11/4, 11/18, 12/2 and 12/16
Big Thanks to our Core Production Crew!

Gretchen Kolb, Director, Learning Innovation, HR/PMA

Jen Rader, Manager, Learning Solutions, HR/PMA

Young Un Cho, Senior Consultant, Talent Mgmt. & Leadership, HR/PMA

Casey O’Neill, Administrative Coordinator, HR/PMA

Peter Lisacchi, Coordinator, HR/PMA

Ray Rollins, Associate Director for Classroom Technology

Joe Lavin, Manager For Classroom Technology

Debbie Foster, Senior Director, Internal Communications

James Bizzell, Multimedia Designer, Internal Communications

Vaughn Wurst, Manager, CME Office
Exit Poll Everywhere

Phone screen showing "New iMessage," recipient 22333, and message "leave."