



**Agenda**  
**NIHCL Payor & Market Strategy Forum**  
**May 6-8, 2015**  
**Charleston, South Carolina**

**Agenda Committee:**  
**Amy Schornick, Vicki Anderson, Greg Smith, Harla Adams**

**May 6**

**2:30 p.m.      Welcome      Harla Adams**

**2:35 p.m.      Roundtable Discussion**

Each participant should come prepared to share with your colleagues (approximately 10 minutes) the top 2-3 strategic priorities you are working on related to managed care, including **new strategies, results and lessons learned.**

**Aim:** Provide an opportunity for group members to share with and learn from respected experienced managed care executives throughout America.

**3:45 p.m.      Break      All**

**4:00 p.m.      Roundtable (continued)**

Each participant should come prepared to share with your colleagues (approximately 10 minutes) the top 2-3 strategic priorities you are working on related to managed care, including **new strategies, results and lessons learned.**

**Aim:** Provide an opportunity for group members to share with and learn from respected experienced managed care executives throughout America.

**5:30 p.m.      Adjourn**

**6:30 p.m.      Networking Dinner –      All**

During the relaxed, informal networking dinner, each participant has the opportunity to visit one-on-one with senior managed care executives throughout America. Building strong relationships will prove invaluable as you build a network of individuals throughout the country who will be resources to you and your organization.

**May 7**

**8:30 a.m.      Networking Breakfast      All**

9:00 a.m.	<b>Private Exchanges</b>	<b>Rob Harkins</b> Practice Leader, Private Exchanges National Human Capital Practice Willis Group
11:00 a.m.	<b>Break</b>	<b>All</b>
11:15 a.m.	<b>The Walmart Strategy</b>	<b>Daniel Stein</b> (invited) Manager Clinic Programs Walmart
	<p>During this presentation information will be shared regarding Walmart's perspective on the challenges today in the era of healthcare reform with a specific focus on:</p> <ul style="list-style-type: none"> <li>• Retail entering into the healthcare arena</li> <li>• Walmart's current and future strategy on clinics, ACOs and other healthcare areas they may be exploring</li> <li>• Bundled pricing and Centers of Excellence strategies</li> </ul>	
1:00 p.m.	<b>Networking Lunch</b>	<b>All</b>
1:45 p.m.	<b>New Care Models... moving from FFS to Managed Care/Capitation</b>	<b>Amy Schornick</b> Vice President Managed Care Texas Health Resources
	<p><b>Aim:</b> Amy will share specific information on a new model they are working on. More details to follow.</p>	
3:15 p.m.	<b>Break</b>	<b>All</b>
3:30 p.m.	<p><b>Roundtable</b> (continued from Wednesday) Each participant should come prepared to share with your colleagues (approximately 10 minutes) the top 2-3 strategic priorities you are working on related to managed care, including <b>new strategies, results and lessons learned.</b></p>	<b>All</b>
	<p><b>Aim:</b> Provide an opportunity for group members to share with and learn from respected experienced managed care executives throughout America.</p>	
5:00 p.m.	<b>Adjourn</b>	
6:30 p.m.	<b>Networking Dinner –</b>	<b>All</b>
	<p>During the relaxed, informal networking dinner, each participant has the opportunity to visit one-on-one with senior managed care executives throughout America. Building strong relationships will prove invaluable as you build a network of individuals throughout the country who will be resources to you and your organization.</p>	

## **May 8**

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| <b>8:30 a.m.</b>  | <b>Networking Breakfast</b><br>During breakfast we will discuss topics and locations for our May meeting.  | <b>All</b>  |
| <b>9:00 a.m.</b>  | <b>Payor Strategy Discussion- United</b><br><b>Aim:</b> During this presentation you will hear information related to: <ul style="list-style-type: none"><li>• Overall strategy update from United / Optum</li><li>• New Products – how are they emerging, models, etc. – ACO but then what else? Exchanges, etc.</li><li>• New and emerging markets – United / Optum as a provider – what is the strategy, and where is it emerging?</li><li>• What lies ahead for United / Optum – future opportunities?</li><li>• How has the organizational (people, processes) structure evolved nationally?</li><li>• How is the pay for value model emerging – aside from ACOs, other strategies to evolve payment mechanisms? What about risk contracting?</li></ul> | <b>Michelle Lobe</b><br>Vice President Network Strategy and Innovation<br>United Healthcare |
| <b>10:30 a.m.</b> | <b>Break</b>   | <b>All</b>  |
| <b>10:45 a.m.</b> | <b>Pitt falls Associated with Upside Gain or Shared Savings Contracts</b><br><b>Aim:</b> Greg Smith will kick off this discussion by sharing strategies, results and lessons learned on 3 new shared savings contracts they have recently implemented. Following Greg's brief presentation we will have a roundtable discussion where group members can share their own personal experiences in this area.   | <b>Greg Smith</b><br>Baptist Health,<br>Birmingham  |
| <b>12:00 p.m.</b> | <b>Adjourn</b>   |   |