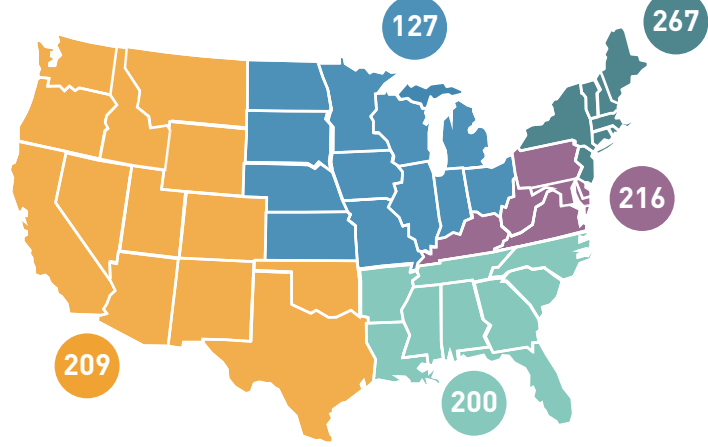


# The Keys to Enhancing Value-Based Care

ZS asked over 1,000 primary care physicians (PCPs) about their awareness, interest and experiences with value-based care (VBC) programs. Here are our findings, and our recommendations for how health plans can optimize VBC.

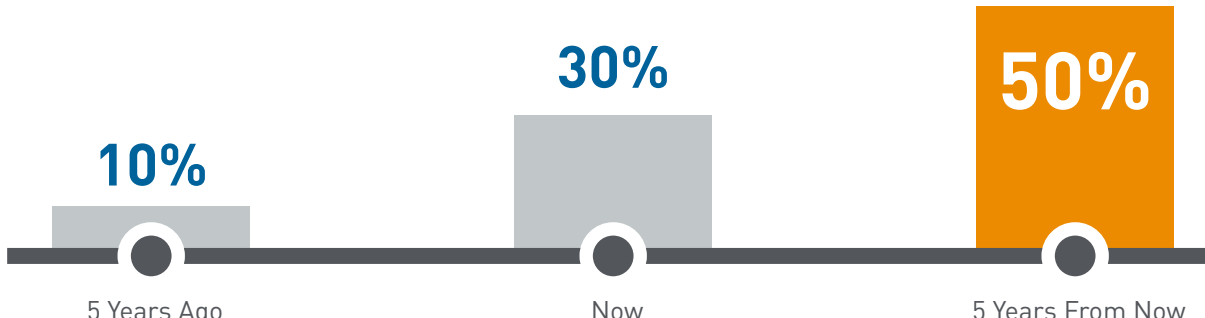
**1,019** Total Respondents

**46%** of PCPs reported that they're currently in a VBC program.



**PCPs reported a change in how they're being paid and believe this shift will continue**

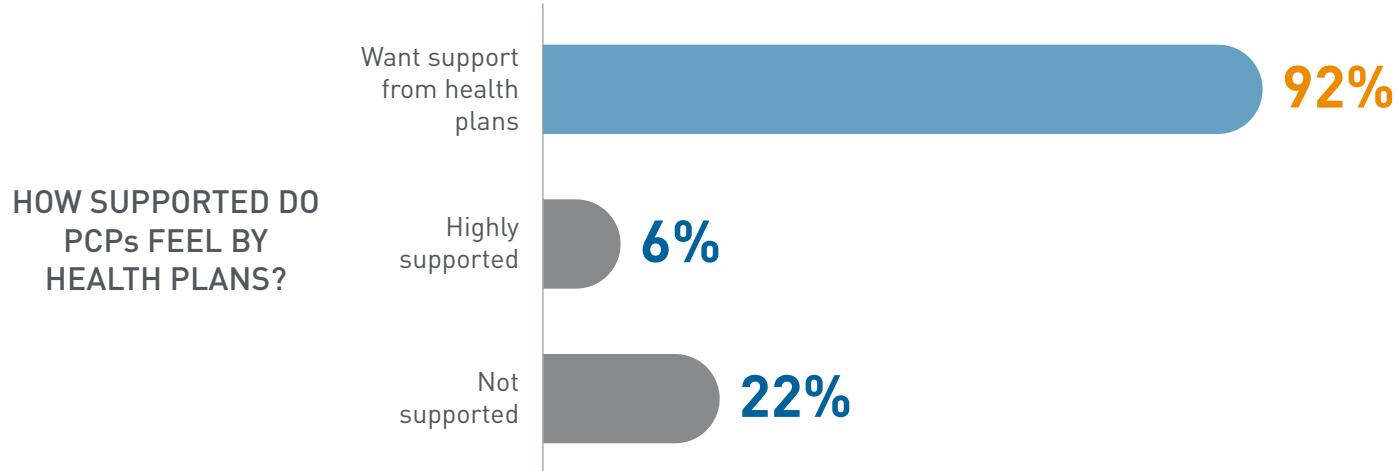
MEDIAN PERCENTAGE OF NON FEE-FOR-SERVICE REVENUE



**However, this shift in payment model has not translated into a change in care delivery**

**30%** of participants said they are highly interested in VBC participation.

**1 in 9** PCPs surveyed said they're in a VBC program that has been **highly impactful** to the way they deliver care.



PCPs who feel **highly supported** by the health plans are **6x** more likely to be **highly interested** in VBC

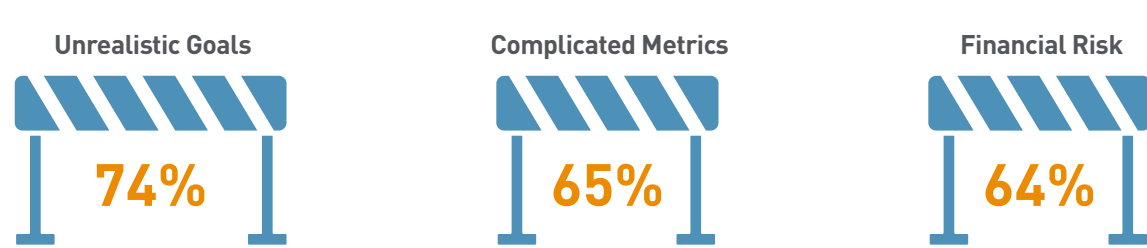
## The good news?

Health Plans can better support physicians and increase VBC participation by aligning in three key areas:



**DESIGN** Set reasonable goals and create a timely link between payment and performance.

PCPs CITE THREE BARRIERS TO THEIR ABILITY TO PARTICIPATE IN VBC



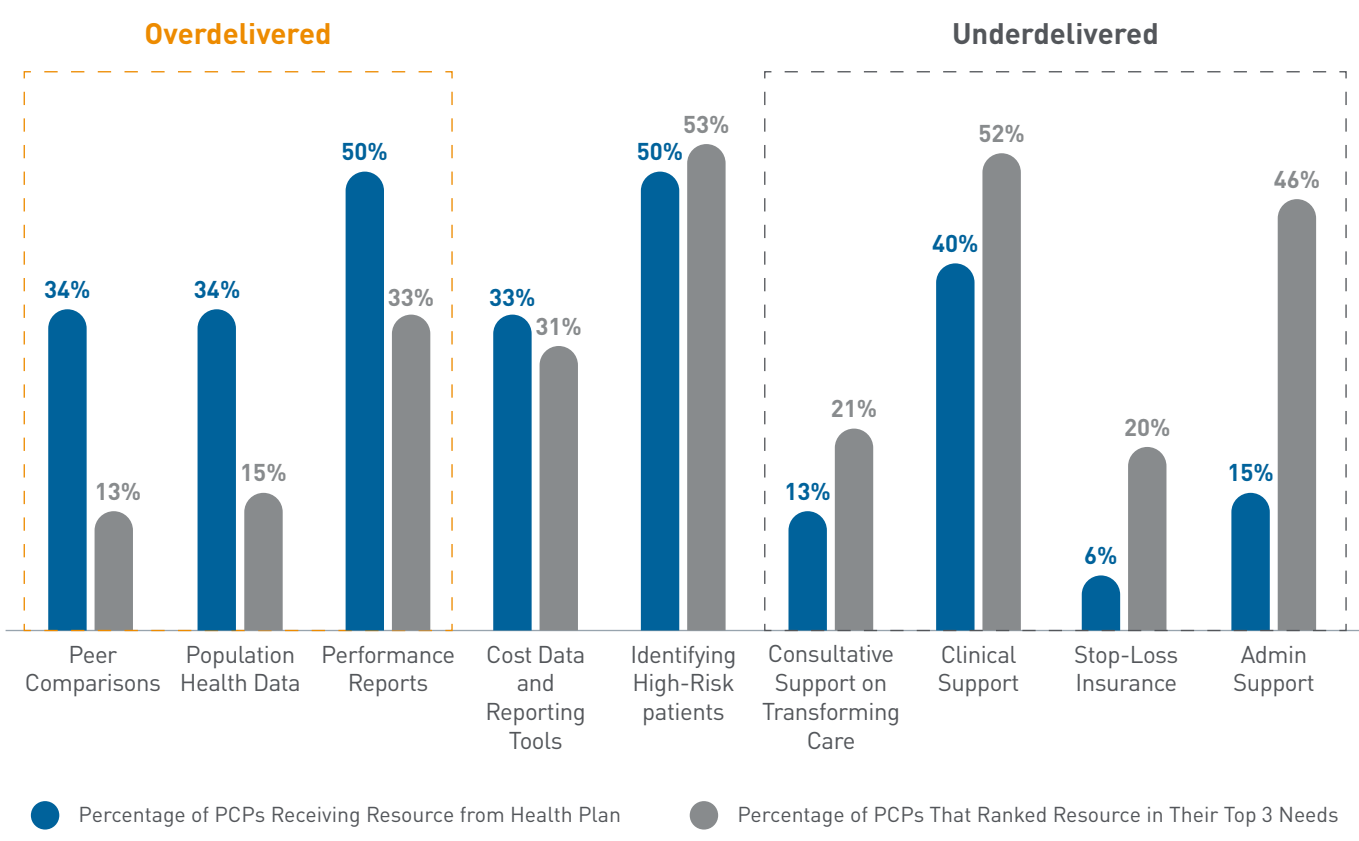
**40%** of VBC respondents are either unaware of payment timing or report a payment lag of one year or greater from the end of the measurement period.



**SUPPORT** Tailor support measures to enable PCPs to transform their care delivery.

**1 in 3** PCPs receive their ideal support resources from health plans, but these PCPs feel **2x** more supported than those who did not receive their ideal support.

HEALTH PLAN RESOURCES ALIGNMENT FOR PROVIDERS

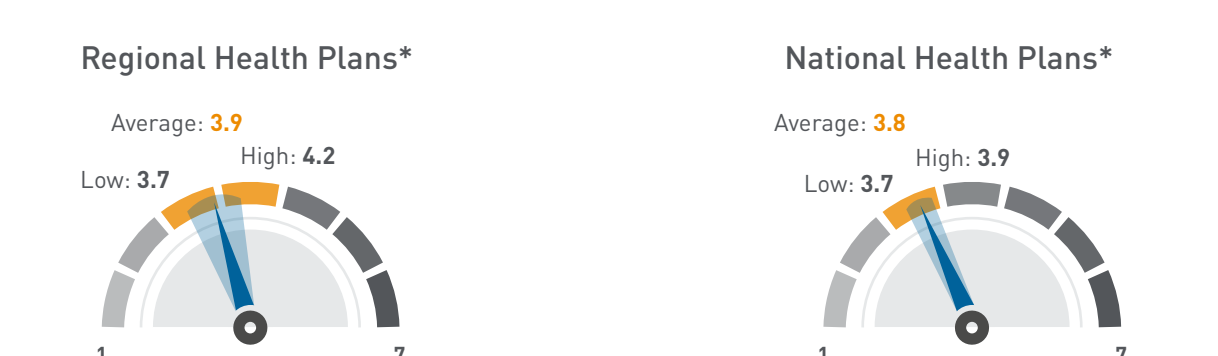


**COMMUNICATE** Partner with PCPs to encourage an ongoing dialogue.

**15%** of PCPs offered input on VBC program design, but those who did were **2x** more likely to report that programs have a large impact on the health of their patients

**Partnership with PCPs will improve satisfaction with VBC programs**

AVERAGE PCP SATISFACTION WITH HEALTH PLAN VBC PROGRAMS



\* Regional health plans were defined as plans with coverage in fewer than 10 states, while national plans covered 10 states or greater.