```
1
00:00:00,240 \longrightarrow 00:00:07,510
Our goals for twenty twenty one are no less ambitious than what we have set out to do in 2019 and 2020,
2
00:00:07,510 \longrightarrow 00:00:13,740
2021 is about scaling the value-based care further across the network.
00:00:13,740 --> 00:00:19,740
We are going to have a target this year of having 51 percent of our professional payments.
4
00:00:19,740 --> 00:00:25,140
So the payments to physicians and and other practitioners of healthcare,
5
00:00:25,140 \longrightarrow 00:00:32,580
51 percent of them are going to be impacted by one of our value-based contracts by the end of 2021.
00:00:32,580 \longrightarrow 00:00:40,170
We're on track to do that. We're excited. We have ongoing conversations with a number of major systems, a number of
large practices,
00:00:40,170 \longrightarrow 00:00:47,100
some smaller practices, when altogether we will achieve that goal of reaching 51 percent.
8
00:00:47,100 \longrightarrow 00:00:58,820
And that is approaching critical mass to begin to see new new patterns of use and new patterns of focus on population in
our in our population.
00:00:58,820 --> 00:01:07,470
And on behalf of the employer groups that were responsible for the individuals and also for our government programs
that we're now in as well.
10
00:01:07,470 \longrightarrow 00:01:16,260
Additional HCO partnerships this year we ended 2020 with five HCO partnerships, some of which have yet to be
announced.
11
00:01:16,260 --> 00:01:21,840
It will be announced in the coming months. And a number of additional HCO partnerships are in the pipeline.
12
00:01:21,840 \longrightarrow 00:01:25,920
We're in the process of building a new regional network as well.
13
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00:01:25,920 --> 00:01:32,250

That will it will both be available locally and also fit into the Blue Cross and Blue Shield

14

00:01:32,250 --> 00:01:36,900

Association's national additional network option that was launched a year or so ago.

15

00:01:36,900 --> 00:01:40,590

And we continue to work on episode of care arrangements.

16

 $00:01:40,590 \longrightarrow 00:01:50,160$

We're going to be launching new episodes in 2021, going deeper into the available episodes than we were able to accomplish in 2020.

17

00:01:50,160 --> 00:01:56,880

So we're going to keep pressing, bringing new specialties and new practices into this world of value-based care.

18

00:01:56,880 --> 00:02:06,990

We're doing that actually in Maryland in partnership with the rest of the medical community and with Medicare fee for service.

19

 $00:02:06,990 \longrightarrow 00:02:11,190$

So Maryland has a special waiver from CMS.

20

00:02:11,190 --> 00:02:18,930

They operate a number of programs that CMS and the Center for Medicare, Medicaid Innovation are operating throughout the United States.

21

00:02:18,930 --> 00:02:22,410

There are special programs in Maryland. One of them is around episodes.

22

00:02:22,410 --> 00:02:27,810

And we're very pleased that we're going to be working with the Health Services Cost Review Commission,

23

 $00:02:27,810 \longrightarrow 00:02:32,070$

which sets hospital rates in Maryland on an episode program.

24

 $00:02:32,070 \longrightarrow 00:02:41,550$

That's going to be a mirror image. So what Medicare fee for service is doing will be a mirror image with what CareFirst commercial is doing.

25

00:02:41,550 --> 00:02:49,620

And we think that since that's such a large part of any individual practitioner's business, that we're going to get further,

faster together. 26 00:02:49.620 --> 00:02:59.700 It's this concept of multi payer alignment. If you have more of the patient population of any particular provider under a similar type of model, 27 $00:02:59,700 \longrightarrow 00:03:03,570$ you will get more progress more quickly because there's more incentives at stake 28 $00:03:03,570 \longrightarrow 00:03:09,300$ for the practitioner or that practice to begin to adjust their business model. 29 $00:03:09,300 \longrightarrow 00:03:14,700$ So we're really excited about that. We think that's going to start January 1st, 2022. 30 $00:03:14,700 \longrightarrow 00:03:22,560$ And we're very excited that we're going to be able to work really to create models that bring the whole medical community together, 31 $00:03:22.560 \longrightarrow 00:03:29.760$ all with similar measures to improve outcomes for all of the communities that we serve and all the populations that we serve. 32 $00:03:29,760 \longrightarrow 00:03:38,490$ We're also working at a never ending project to maintain provider data and make sure that we 33 $00:03:38,490 \longrightarrow 00:03:43,950$ have the most up to date and accurate information available for our members in our directories. 34 00:03:43,950 --> 00:03:49,020 There's an awful lot of change. Providers come into organizations, come out of organizations, 35 $00:03:49,020 \longrightarrow 00:03:58,020$

and keeping up with that across a network of more than forty-thousand different practitioners is quite, quite a job.

36

 $00:03:58,020 \longrightarrow 00:04:05,670$

We're using technology tools to help update that. And as part of our new type of relationship that is less transactional and more partnership

37

00:04:05,670 --> 00:04:10,860

oriented with our large provider systems is to solve problems like this together,

00:04:10,860 --> 00:04:18,096

to make things more efficient, more accurate and more timely so that we have the best information possible to provide to our members.