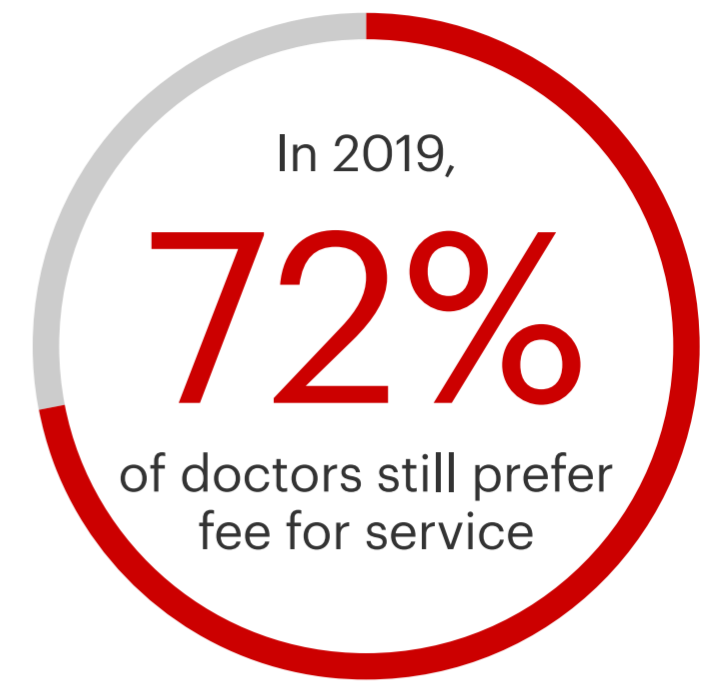
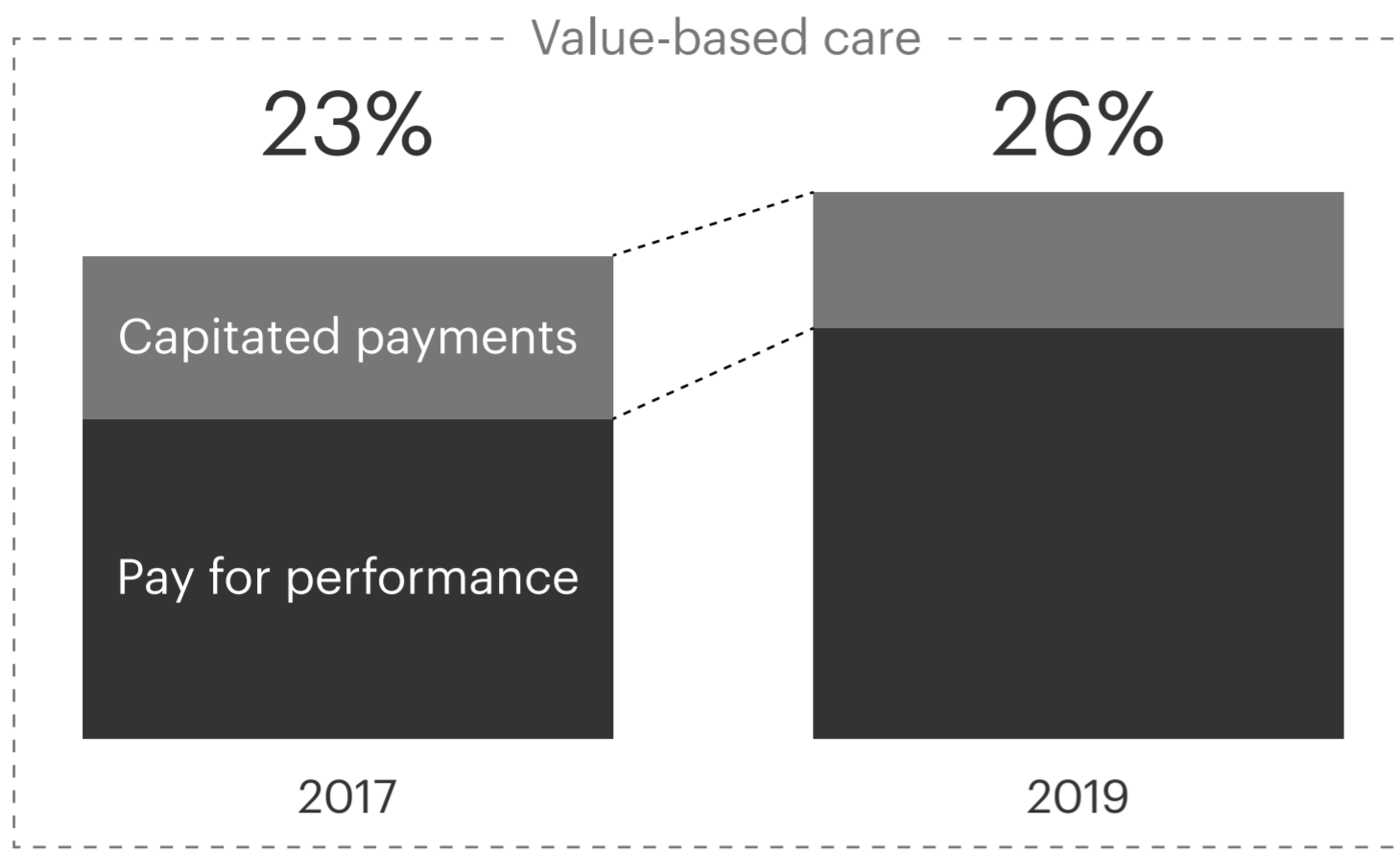


Healthcare's Evolving Payment Landscape

Value-based healthcare providers still need to persuade doctors that they offer better outcomes than fee-for-service models

Most doctors favor fee-for-service over value-based care

While value-based payment models are grabbing some converts, a large majority of physicians still prefer the traditional payment structure



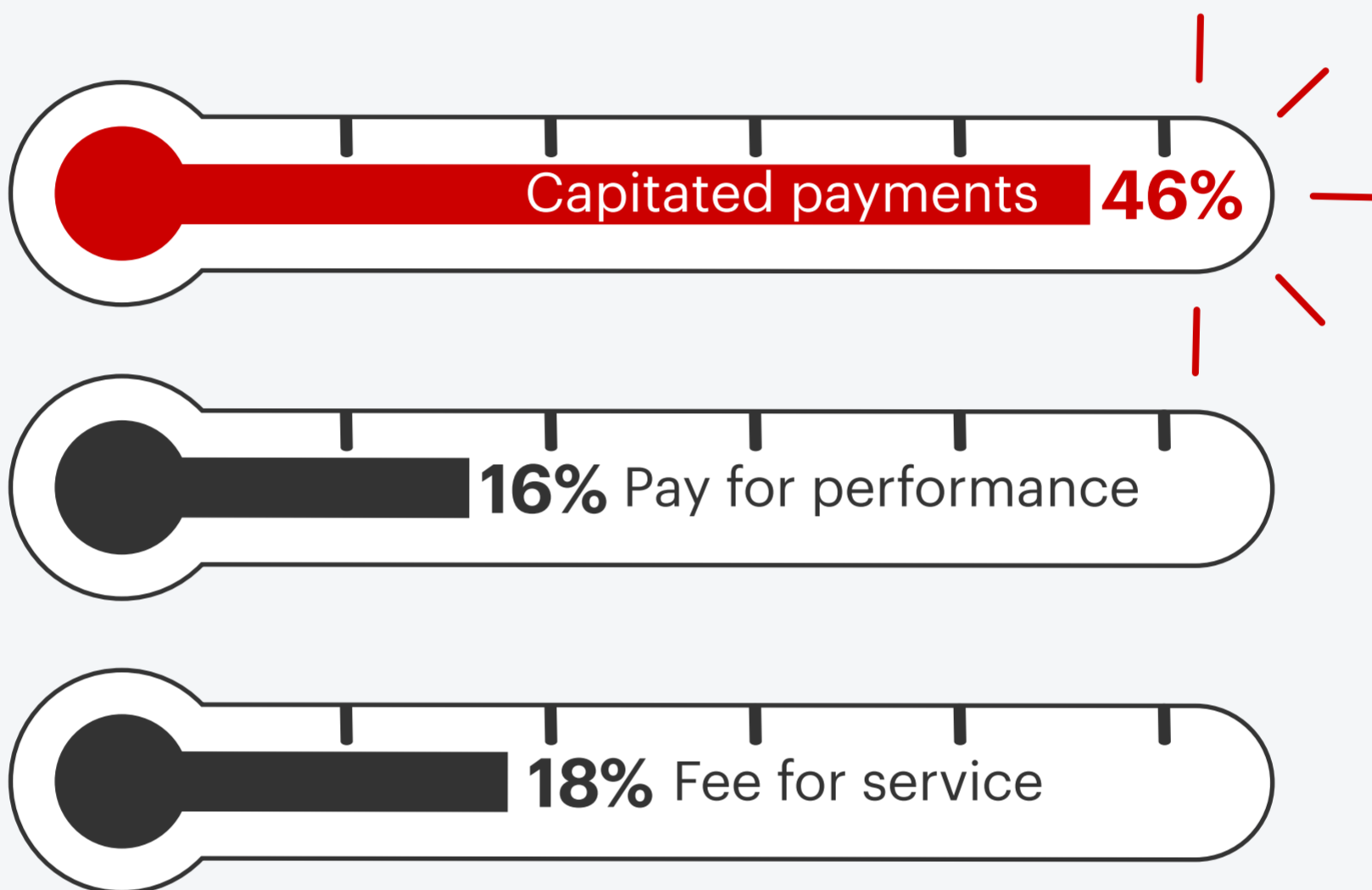
Note: 2% of respondents selected "other"

Capitated payments: Fixed monthly payments by a provider to a physician, clinic or hospital for each person enrolled in a health plan

Pay for performance: Bonus payments to providers for meeting defined quality, cost savings, and/or outcomes metrics

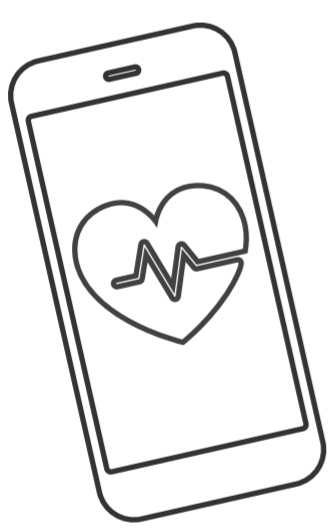
Capitated payments face a perception gap

Nearly half of doctors say these payments **worsen the quality of patient care**, compared with less than one-fifth for other models



New tools can support value-based care

Providers are investing in improved patient management and better monitoring and support services—and that's led to promising early results



Technology that enables care

Digital tools such as telehealth and remote monitoring designed to improve value-based-care outcomes

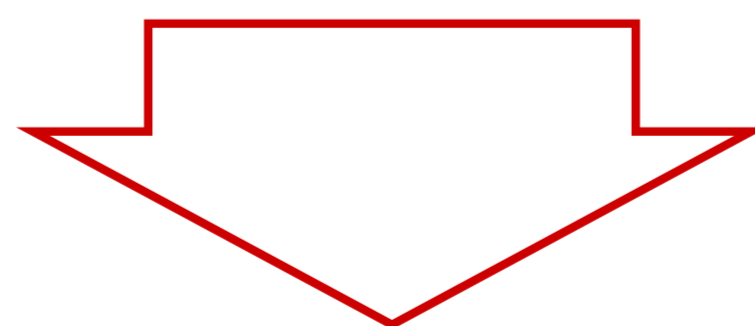
30%–50%
reduction in
hospitalizations



Holistic patient care

Better managing patients with skilled and unskilled nursing, homecare and nonclinical support services

20%–50%
reduction in
ER visits



Leading value-based providers that have embraced technology and holistic care report

90%
patient satisfaction scores

90%
patient retention

Source: Bain & Company casework

Note: ROIRocket and Inc-Query assisted with this survey

Read more

Healthcare insights

www.bain.com/healthcare-insights