

A few words from the CEO

The question is not 'Can you make a difference?' You already do make a difference.

It's just a matter of what kind of difference you make... - Julia Hill



Over the past 20 years, MassHealth has grown to absorb 40% of the Commonwealth's budget (over \$15 billion). The fee-for-service payment model has led to fragmented care silos and inefficient payment systems that reward volume, not quality.

Under the Affordable Care Act, one solution to these is the formation of Accountable Care Organizations, or (ACOs). ACOs are collaborative groups of doctors, hospitals and other providers who collaborate to bring high quality care to Medicare patients. ACOs will enable MassHealth to adopt alternative payment methods to promote this goal of better-coordinated, more efficient care. At CHP, we are entering into an ACO agreement with Berkshire Health Systems and Fallon Health to form an ACO called the *Health Collaborative of the Berkshires*.

As we prepare to launch the Health Collaborative of the Berkshires in October 2017, CHP will formalize its relationship with Berkshire Health Systems and Fallon Health, along with the other care partners critical to an effective ACO model. The greatest benefit to our patients and all the patients of these entities is solid care and population health management. We will be expected to work together to care for the whole individual and coordinate effectively across the ACO organization -- and we are committed to this new ACO alliance. We will keep you updated as this exciting plan evolves in the coming months.

Respectfully,

A handwritten signature in blue ink that reads "Lia Spiliotes".

Lia Spiliotes, Chief Executive Officer



What's an ACO?

Accountable Care Organizations (ACOs) are groups of doctors, hospitals, and other health care providers, who come together voluntarily to give coordinated high quality care to their Medicare patients.

The goal of coordinated care is to ensure that patients, especially the chronically ill, get the right care at the right time, while avoiding unnecessary duplication of services and preventing medical errors.