



Getting Better Care at a Lower Cost.

Accountable Cost & Quality Agreements (ACQAs)

Rising health care costs impact everyone. That's why we've developed an innovative partner payment model designed to reduce these costs, while simultaneously improving quality and enhancing your employees' experiences as patients and members. **We call these programs ACQAs.**

What are ACQAs?

ACQAs are incentive-based programs that reward providers for meeting quality metrics and help reduce the total cost of care for members.

- Encourage providers to balance need of care with cost of care
- Offer financial incentives to providers for meeting quality and cost-saving metrics
- Emphasize chronic illness management, patient safety and preventive care
- Drive improvement in quality health outcomes
- Help control cost of medical trend

Who Benefits from ACQAs?

The best part: everyone benefits — you, your employees, providers and more.

- Patients receive better, proactive care and are better informed about costs
- Providers get to keep a share of the savings
- Claims costs can be reduced over time
- Employers enjoy healthier, more productive employees
- Healthy people support a healthier community



How are ACQAs Different?

ACQAs promote a more collaborative, higher quality, local health care system where care is better coordinated, helping eliminate unnecessary expenditures.

- Encourage primary care physicians to take a more active role in population health
- Help providers better understand patient needs via advanced, predictive modeling technology
- Provide a measurable way to track quality and savings performance
- Incorporate measures that are developed by accredited institutions, including the National Quality Forum (NQF) and the National Committee for Quality Assurance (NCQA)

Excellus 

Everybody Benefits



More Proactive Care Leads to More Engaged Employees

When providers more actively manage patients with a focus on routine and preventive care, it can help reduce the risk of more serious and costly treatment.

See how in the example below.

Meet Mary



Mary is diabetic, but didn't meet with her PCP regularly, receive routine bloodwork, or follow a diet and exercise plan. She only tested her blood sugar occasionally and wasn't sure how to manage her numbers. But now that she's part of an ACQA, the doctor who most recently treated her knows that they're Mary's acting PCP. So they can ensure she's getting any necessary tests and staying on top of her condition. Now Mary's testing her blood sugar regularly, avoiding unnecessary costs — and feeling better every day.

Without an ACQA

Emergency Room visit for diabetic neuropathy	\$\$\$
5-day hospital stay for infection	\$\$\$
Routine blood work	\$
Cardiologist for undiagnosed high blood pressure	\$\$
Primary care physician follow-up	\$
Cardiologist follow-up	\$\$

With an ACQA

Emergency Room visit for diabetic neuropathy	AVOIDED
5-day hospital stay for infection	AVOIDED
Routine blood work	\$
Cardiologist for undiagnosed high blood pressure	AVOIDED
Primary care physician follow-up	\$
Blood sugar testing supplies	\$
Cardiologist follow-up	AVOIDED

Learn more about ACQAs — and other ways we're working to help improve quality of care and reduce costs. Contact your account consultant today.

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