APRIL 2018

TOP 30 ACCOUNTABLE CARE ORGANIZATIONS

Market Insights Report

OVERVIEW

ACOs are Emerging Powerful Stakeholders

Accountable Care Organizations are the equivalent of joint ventures between healthcare providers, the federal government and other commercials interests. Among the cast of players are physicians, medical groups, health systems, hospitals and insurance companies. They have come together voluntarily to give coordinated, high quality care with the goal of creating efficiencies, reducing costs, decreasing errors, and improving outcomes against an assigned population of patients. ACOs promote accountability by tying healthcare provider reimbursements to quality metrics.

Under ACOs, decision making is more centralized and monitored. ACOs have significant control over decisions related to formulary, treatments, health IT adoption, sales-rep access, drug sampling policies, new product uptake and more. With so much at stake, service providers must understand how to position themselves in the eyes of these new and powerful stakeholders. A knowledge of their geographic coverage area, number of participants and ownership model is key to future engagement tactics and collaboration.

OneKey's ACO Reference and Methodology
IQVIA, through its OneKey reference database, has identified over 1,000 federal, commercial and Medicaid ACOs, representing an estimated 28 million beneficiaries and rising.

IQVIA leverages ACO roster membership as reported by the ACO. Some ACOs report professional roster, others report organizational rosters, and still others report a combination of both. As of February 2018 IQVIA has obtained professional rosters from 636 ACOs representing 281,000 affiliations; and organizational rosters from 526 ACOs representing 14,000 affiliations.

In addition to the ACO roster membership, IQVIA captured CMS-reported quality metrics for the ACOs. These metrics include details on preventative health, the patient to care giver experience and details about specific at-risk populations such as diabetes and coronary heart disease.

In this report, IQVIA presents the 30 largest ACOs ranked by the number of total participating healthcare facilities, and the leading ACOs in each of the five ACO types and models.

ACOs BY THE NUMBERS

- *1,000 named ACOs*
- *28 million beneficiaries*
- *281,000 HCP affiliations*
- *14,000 organization affiliations*
- *611 Medicare ACOs*

TOP 30 ACCOUNTABLE CARE ORGANIZATIONS

Ranked by total facilities reported by the ACOs

Rank	Business Name	City	State	Total Facilities	Medical Groups	Hospitals	Nursing Homes	Other Facilities
1	Physician Organization of Michigan	Ann Arbor	MI	303	283	4		16
2	Advocate Physician Partners Accountable Care, Inc	Rolling Meadows	IL	264	241	12	2	9
3	Healthcare Provider ACO, Inc	Garden City	NY	199	193		3	3
4	Catholic Medical Partners - Accountable Care IPA	Buffalo	NY	191	176	6	1	8
5	HCP ACO California, LLC	Chatsworth	CA	169	154	5	1	9
6	Asian American Accountable Care Organization, LLC	New York	NY	168	163			5
7	Physicians Accountable Care Solutions, LLC	Suffield	CT	162	142	11		9
8	Caribbean Accountable Care LLC	San Juan	PR	148	144	1		3
9	ApolloMed Accountable Care Organization, Inc	Glendale	CA	141	132			9
10	Accountable Care Organization of Puerto Rico, Inc	San Juan	PR	139	136	1		2
11	Delaware Valley ACO	Radnor	PA	134	112	5		17
12	AppleCare Medical Group ACO	Buena Park	CA	127	122			5
13	Chinese Community Accountable Care Organization	New York	NY	125	118	1	1	5
14	BayCare Physician Partners ACO, LLC	Clearwater	FL	124	112	9		3
15	Georgia Physicians for Accountable Care, LLC	Macon	GA	124	119			5
16	Accountable Care Coalition of Southeast Wisconsin	Houston	TX	119	109	1	1	8
17	Alexian Brothers Accountable Care Organization, LLC	Arlington Heights	IL	118	104	9	1	4
18	Palm Beach Accountable Care Organization, LLC	West Palm Beach	FL	110	107		1	2
19	Doctors Accountable Care Organization, LLC	Athens	GA	102	98			4
20	St Louis Physician Alliance ACO, LLC	Saint Louis	MO	102	88	1		13
21	Privia Quality Network, LLC	Arlington	VA	98	95			3
22	Southeast Michigan Accountable Care, Inc	Dearborn	MI	96	94			2
23	UT Southwestern Accountable Care Network	Dallas	TX	96	87	2		7
24	WellStar Health Network, LLC	Marietta	GA	95	81	4		10
25	Independent Physicians ACO of Chicago, LLC	Chicago	IL	90	85	1	1	3
26	Accountable Care Coalition Of Dekalb, LLC	Decatur	GA	89	79			10
27	MaineHealth Accountable Care Organization, LLC	Portland	ME	89	74	7		8
28	Memorial Hermann Accountable Care Organization	Houston	TX	89	86	2		1
29	Prime Healthcare ACO	Ontario	CA	89	73	14		2
30	Scripps Accountable Care Organization, LLC	San Diego	CA	87	83			4

For each of the top 30 ACOs, the model is CMS Medicare Shared.
Other includes laboratory, pharmacy, residential, insurance company and IDN.

TOP ACOs IN EACH OF THE FIVE ACO MODELS

ACO MODEL: CMS PIONEER

National Rank	Business Name	City	State	Total Facilities	Medical Groups	Hospitals	Nursing Homes	Other Facilities
449	Beth Israel Deaconess Physician Organization ACO	Westwood	MA	5		1		4
516	Banner Health Network	Phoenix	AZ	2				2

ACO MODEL: CMS ADVANCE PAYMENT

National Rank	Business Name	City	State	Total Facilities	Medical Groups	Hospitals	Nursing Homes	Other Facilities
268	Primary Partners, LLC	Clermont	FL	16	16			
295	Owensboro ACO, LLC	Owensboro	KY	14	14			
360	Medical Mall Services of Mississippi, LLC	Jackson	MS	10	9			1
462	Reliance Healthcare Management Solutions, LLC	Tampa	FL	5	5			

ACO MODEL: INSURANCE CARRIER

National Rank	Business Name	City	State	Total Facilities	Medical Groups	Hospitals	Nursing Homes	Other Facilities
31	Atlantic Accountable Care Organization and Aetna	Morristown	NJ	85	73		3	9
123	UnityPoint Health Wellmark Blue Cross Blue Shield ACO	West Des Moines	IA	36	22	7	1	5
141	Mary Washington Health Alliance Cigna ACO	Fredericksburg	VA	33	29	1		3

ACO MODEL: CMS INVESTMENT

National Rank	Business Name	City	State	Total Facilities	Medical Groups	Hospitals	Nursing Homes	Other Facilities
126	Illinois Rural Community Care Organization	Princeton	IL	35	11	22		2
163	The Premier HealthCare Network, LLC	Atlanta	GA	30	30			
205	Carolina Medical Home Network ACO	Raleigh	NC	20	17			3
314	AmpliPHY of Texas ACO, LLC	Franklin	TN	12	12			
329	Access Care Oklahoma, LLC	Norman	OK	11	9	2		

ACO MODEL: CMS NEXT GENERATION

National Rank	Business Name	City	State	Total Facilities	Medical Groups	Hospitals	Nursing Homes	Other Facilities
23	UT Southwestern Accountable Care Network	Dallas	TX	96	87	2		7
33	Baroma Accountable Care, LLC	Miami	FL	82	73		1	8
71	ProHealth Solutions, LLC	Waukesha	WI	58	52	2		4
77	Integra Community Care Network	Providence	RI	53	46	4		3
88	Triad Healthcare Network, LLC	Greensboro	NC	49	44	1		4

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For additional information about this report or for professional rosters, please contact:

JACK SCHEMBER
Director, Marketing
jack.schember@iqvia.com or 949-476-2051

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