



## Opportunity 6: Payment — Potential Actions by Stakeholder

*Adjust payment practices and policies to align with optimal care models.*

**Action: Use bundled payments that align with optimal care delivery models.**

**Action: Build the evidence base related to payment model and amount.**

### Health Plans

- ▶ Adopt a bundled payment model that covers the effort of the entire interdisciplinary team (IDT) needed to deliver all specified outpatient and home-based palliative care (PC) services, across lines of business and markets.
- ▶ Participate in evaluations of the economic impact of using a bundled payment, for outpatient and home-based PC, to increase confidence among payers that it is economically acceptable.

### Health Systems and Community-Based Providers

- ▶ Participate in studies to develop a reasonable estimate of time needed by the entire IDT to deliver palliative care, to inform calculation of a fair bundled payment amount.
- ▶ Participate in evaluations of the economic impact of using a bundled payment for outpatient and home-based PC, to increase confidence among payers that it is economically acceptable.

### Clinicians Who Care for People with Serious Illness

- ▶ Participate in time-limited studies of effort required to deliver outpatient and home-based palliative care, to increase payer understanding of the time required to deliver comprehensive, guideline-concordant palliative care.

### State and Local Government Agencies

- ▶ Seek input and data from payers currently using a bundled payment model and their contracted home-based palliative care providers, to inform policy development.
- ▶ Recommend or require a bundled payment model in policies that seeks to increase access to palliative care.

### Philanthropy

- ▶ Fund learning communities to develop and share best practices, including experiences related to payment model.
- ▶ Support projects that estimate the full cost of delivering outpatient and home-based palliative care to the Medicare Advantage population, as was done for Medicaid, to support plans that wish to use a bundled payment but lack the internal data needed to estimate a bundled payment amount.
- ▶ Fund evaluations of the economic impact of using a bundled payment, for outpatient and home-based PC, to increase confidence among payers that it is economically acceptable.

Note: Please be aware that these opportunities and potential actions by stakeholder are part of the California Health Care Foundation's project aimed at describing the progress of palliative care in California and identifying key remaining opportunities. These potential actions serve as examples of how various stakeholders can contribute to the ongoing advancement of palliative care. They are intended to stimulate thought and strategic planning, and the list should not be considered exhaustive.

To learn more, visit [www.chcf.org/resource-center/californias-palliative-care-evolution](http://www.chcf.org/resource-center/californias-palliative-care-evolution).