



An Opportunity to Transform Long Term Care

With more than one million nationwide, long term care (LTC) patients make up the majority of nursing home residents. Yet, under Medicaid, nursing home owners can only offer custodial care to these residents.

Partnering with American Health Plans on a provider-owned Institutional Special Needs Plan (I-SNP) changes that dynamic. American Health Plans' provider-owned I-SNPs allow nursing home owners and operators to take control of the LTC residents and realize 100 percent of the shared savings associated with execution of the model of care.

A fully integrated model of care: 3.5 percent hospitalization rates

The success of any provider-owned I-SNP begins and ends with clinical excellence. This is why American Health Plans does not outsource its model of care. Instead, American Health Plans relies on TruHealth – a fully integrated care management company that is accountable to the provider-owned I-SNP's model of care. TruHealth's ability to reduce unnecessary hospitalizations and provide bedside concierge medicine has allowed American Health Plans to follow through on their commitment to their members and facility partners.

Facility level financial returns: 100 percent shared savings

For too long, the concept of risk-based reimbursement meant an upside to other providers and a downside for nursing home owners and operators. American Health Plans has changed that dynamic. Their members are your residents and 100 percent of the shared savings generated through great clinical results is paid to the nursing facilities. These are savings your facility has earned. American Health Plans ensures you keep them within the facility.

True joint venture partnership: flexible capital and ownership

Provider-owned I-SNPs should be in every facility in America, but Medicare Advantage plans can be capital intensive. That's why American Health Plans funds the majority of the capital associated with developing and operating provider-owned I-SNPs and has flexible ownership structures to fit the needs of their nursing home partners.

They want to make I-SNP ownership and participation accessible to all nursing home owners and operators. Once they've collectively put up their capital, American Health Plans ensures a transparent and collaborative partnership through disciplined reporting and quarterly board meetings.

American Health Plans: control your future by controlling the Medicare premium

As nursing home owners themselves, American Health Partners appreciates the challenges of clinical resources and cash flow. However, their experience owning and operating Medicare Advantage Plans

since the inception of the program in 2004 has allowed them to realize the clinical and financial power of controlling the Medicare premium for their nursing home residents. They want to partner with you to bring the clinical program and financial upside to your facilities as well.

Learn more at amhealthplans.com.