

I-SNPs: Why Providers are Becoming Payors in a Value-Based World

DESCRIPTION

As managed care becomes a dominant force in reimbursement, margins are compressing, particularly in the skilled sector. In response to this new reality, some providers are taking on risk to tap into Medicare Advantage premium revenue for stronger margins and better outcomes. Skilled nursing and assisted living operators and investors will hear from industry peers and a leading I-SNP management services provider, as they share how they have pursued both single- and multi-provider I-SNP initiatives. Topics of discussion will include the basics on how to form an I-SNP, pro forma of an I-SNP's operation, the impact on cash-flow for long-stay residents in all settings and what to keep in mind when deciding if and how to approach forming an I-SNP. Attendees will learn about the risks and rewards of becoming a payor, gain insights on the financial and capital requirements, and walk through a practical roadmap for how to get there.

LEARNING OBJECTIVES

1. Define decision-making factors for forming an I-SNP
2. Discuss timeline and steps
3. Interpret impact on operator cash-flow, value and outcomes