



Green Mountain Care Board

Budget Review
ACO REACH



Vytalize Health ACO

9 ACO REACH

- **First Performance Year:** PY2023
- **Type of entity:** Standard
- **Risk-sharing arrangement:** Global
- **Payment option:** Primary Care Capitation
- **Assignment Methodology:** Prospective Plus
- **Total PY24 Attribution (estimate):** ~180,000
- **PY2024 Participation in Vermont (Attribution estimate: ~2,000)**
 - Little Rivers Health Care (FQHC)
 - Mountain Community Health (FQHC)



Vytalize Health

Our Mission

To accelerate the transition to value-based care for patients by taking care of the doctors who take care of us.

PY2022 Results

Vytalize was one of five standard DCEs, and the only one to begin in 2022, to place in the top quartile for cost, quality and patient experience.

Vytalize Health History

2014: Faris Ghawi & Amer Alnajar established their first practice in NY, offering on-demand care 24/7

2016: Developed & Deployed a data-driven, Medicare-focused care delivery model to improve outcomes, reduce waste and costs; Expanded into NJ

2018: Enhanced business model, allowing physician partners to share in cost savings generated through Medicare, forming an ACO

2021-22: Expansion into 9 new markets, including New England

Today: 250K lives under ACO REACH & MSSP for PY24 across the country

Vytalize Health Model of Care

Our model of care focuses on the Triple Aim: improving the patient experience of care, improving the health of the population, and reducing per capita cost of care for the benefit of communities.



We do this by...

- supporting primary care practices
- supporting the relationship between primary care providers and patients
- evaluating health needs and promoting patient engagement
- supporting coordination of care, addressing health needs, and promoting health equity
- facilitating appropriate utilization of care and supporting evidence-based medicine
- monitoring performance and providing feedback to primary care providers

Vytalize 2024 Estimated Budget

Vytalize Health - Vermont REACH 2024 Budget	
Revenue	
Benchmark per Patient	\$15,500
Lives	\$2,005
Total Revenue	\$31,077,500
COGS	
Est. Medical Expenses	\$29,212,850
Est. PCP Payments	\$745,860
TOTAL COGS	\$29,958,710
General & Administrative	
Legal Expenses	\$50,000
TOTAL G&A	\$50,000
Profits before Taxes	\$1,068,790



Thank You!