

# Sentara Health Plans and Virginia Children's Care Network Launch Innovative Value-Based Partnership

(Hampton Roads, Va) – Sentara Health Plans (SHP) and Virginia Children's Care Network (VCCN), a clinically integrated network run by community pediatricians across the region and supported by Children's Hospital of Richmond at VCU (CHoR), announced a new value-based care partnership focusing on comprehensive care coordination for Medicaid members and reducing avoidable healthcare events. The partnership expects to drive better childhood health outcomes, particularly with childhood immunizations and wellness visits

"This innovative partnership is a recognition of both organizations' commitment to advancing value-based care and shifting reimbursement models to those focused on quality and outcomes instead of volume of services performed," said Robert Krebs, Vice President of Network Management and Value Based Care for Sentara Health Plans. "From increasing immunization rates to removing barriers to well-child visits for pediatric patients, this reimbursement model aims to ensure Sentara Health Plans Medicaid members have access to the right care, at the right time and in the right place."

The value-based care arrangement aligns the quality improvement goals of SHP and VCCN with those of the Virginia Department of Medical Assistance Services (DMAS), the state agency which oversees Virginia Medicaid. DMAS establishes quality improvement priorities and performance expectations for managed care plans across the Commonwealth and Sentara Health Plans worked with VCCN to directly tie those performance measures into the value-based partnership.

"Quality underpins all that we do at CHoR," said Elias Neujahr, president, CHoR. "Connecting our community colleagues through VCCN and its value-based partnerships enables us to bolster the health of children across the Commonwealth. From improving vaccination rates to stemming the rising tide of childhood obesity – we are unconditionally committed to partnering with our community to improve children's health outcomes."

Under the value-based partnership, VCCN will receive monthly funding from SHP to support population health activities, with the opportunity to receive additional funds on an annual basis based on quality outcomes. When VCCN's efforts effectively bend the cost curve and produce high quality results at a lower cost of care, SHP will share in those savings with VCCN.

"In addition to focusing on quality outcomes through structured goals and value-based contracts, VCCN strengthens the relationship between independent community pediatric practices and CHoR, leveraging the best of both private and academic models for patients and their families," said Liv Gorla, M.D., VCCN chair.

SHP and VCCN share a commitment to quality improvement and delivering exceptional service and care to the Medicaid population in Virginia. "Quality is the foundation of everything we do at Sentara Health Plans," said Sunil Sinha, M.D., Medical Director, Value Based Partnerships for SHP. "From our call centers to our clinical staff, to our executive leadership, our focus is always on our mission – to improve health every day. This collaborative effort with a partner like VCCN, who shares that same core value, is a testament to what we can achieve by aligning incentives and coordinating our efforts to serve this population."

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## About Sentara Health

Sentara Health, an integrated, not-for-profit health care delivery system, celebrates more than 130 years in pursuit of its mission - "we improve health every day." Sentara is one of the largest health systems in the U.S. Mid-Atlantic and Southeast, and among the top 20 largest not-for-profit integrated health systems in the country, with 30,000 employees, 12 hospitals in Virginia and Northeastern North Carolina, and the Sentara Health Plans division which serves more than 1 million members in Virginia and Florida. Sentara is recognized nationally for clinical quality and safety, and is strategically focused on innovation and creating an extraordinary health care experience for our patients and members. Sentara was named to IBM Watson Health's "Top 15 Health Systems" (2021, 2018), and was recognized by Forbes as a "Best Employer for New Grads" (2022), "Best Employer for Veterans" (2022, 2023), and "Best Employer for Women" (2020).

## About Sentara Health Plans

Sentara Health Plans provides health plan coverage to nearly one million members in Virginia and Florida. Sentara Health Plans offers a full suite of commercial products including employee-owned and employer-sponsored plans, as well as Individual & Family Health Plans, Employee Assistance Programs and plans serving Medicare and Medicaid enrollees.

## About Virginia Children's Care Network

Children's Hospital of Richmond at VCU is committed not only to the kids and families who come through our doors, but to engaging our community to enrich the health and lives of all children. Virginia Children's Care Network is a clinically integrated network supported by CHoR and managed by community pediatricians from across the region. Its mission is to improve the health of Virginia's children by improving access to medical services, coordinating care, enhancing communication and professional satisfaction and expanding opportunities for quality, safety, research and education. Nearly 170 pediatric providers from both large and small practices have joined VCCN, impacting 100,000 kids and counting across the commonwealth.