

**Presenters:**

Primary Presenter: Scott Bachik, CEO, The BI Collaborative

Presenter 2: Greg Wellems, VP Operations, Keystone Human Services

**Presenter Bios:**

Scott Bachik has 30 years of Healthcare Executive Leadership & Consulting experience. His expertise is enabling technology to support organizational performance improvement and changing payer landscapes. He worked with key industry players to help define quality in physical health and assisted hospitals & physician practices navigate the transformation from Fee-for-Service to Value-Based Reimbursement and Alternative Payment Models. He serves today on Human Services Alternative Payment Model Committees and a Social Determinants of Health workgroup. He is the Founder & CEO of The BI Collaborative that built a Business Intelligence Platform specifically for Human Services and works with providers nationally on becoming data-driven organizations and driving performance improvement strategies.



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Greg Wellems serves as the Vice President of Operations for Keystone Human Services, with oversight over Intellectual Disability Services in Pennsylvania and Delaware, as well as Partnerships for People in New Jersey. Since joining KHS, he has championed the growth of community services, doubling the number of people receiving supports through Supported Employment and Supported Living. He is also a strong advocate for incorporating technology into human services and has led the development of the first smart home models for supporting people with cognitive disabilities. Greg is currently a member of the PA Office of Developmental Programs (ODP) technology task force and residential strategic think group. In addition, Greg is on the Board of Pennsylvania Advocacy Resources (PAR) and represents Pennsylvania on ANCOR's Board of Representatives. Before joining KHS, Greg worked as the Chief Operating Officer for Imagine!, a Colorado-based service provider. He has been on the Board of Directors for the American Network of Community Options and Resources (ANCOR), the Life Enrichment Trust, and the Longmont Symphony Orchestra.



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**Presentation Information:**

Title: Alternative Payment Models & Becoming a Data-Driven Organization

**Presentation Description:**

The presentation will highlight how different Providers are pulling data from disparate systems (including excel spreadsheets) into enterprise Business Intelligence and leveraging the power of Business Intelligence (BI) to organize quality, operational, and financial data, to improve organizational performance and manage Pay-for-Performance measures. The presentation will share Provider journeys and how technology gave them the insights to make better decisions, more effectively manage the organization, AND give time back to staff. The session will include examples of

how these journeys start, what people, processes, and tools are used to implement the infrastructure, outlining what worked, what did not work, and highlighting the keys to success. This review also includes deep dives into the key areas of Value-Based Healthcare, how to define quality, understanding the changing payer contract landscape, and how to meet these challenges. Provider technology solutions will also be shared as examples.

**Conference Topic Areas:**

- Quality Management
- Financial Management
- Technology Solutions
- Business Practices

**Target Audience:**

- Executive Leadership
- CFOs and Fiscal Personnel
- Operational Leadership
- Quality/Performance Excellence Staff

**Presentation Objectives:**

1. Highlight examples of how Providers can use quality and financial data to improve organizational performance and prepare for Value-Based Healthcare.
2. Educate Providers on Value-Based Healthcare, Alternative Payment Models, and the current trends of these in the Health and Human Services Industry.
3. Share techniques and tools for guiding Providers through a pivotal information transformation to manage the organization more efficiently and effectively in a changing industry.
4. Educate Providers on the use of Business Intelligence to create a data management and Decision Intelligence System to support fact-based decision making.