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## PRESS RELEASE

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## Virginia Care Partners and Aetna Sign Value-Based Agreement to Optimize Care

**RICHMOND, Va. – August 10, 2015** – Aetna and [Virginia Care Partners](#) (VCP) signed a two-year agreement to deliver integrated care designed to improve health outcomes and enhance patient satisfaction while controlling costs for 25,000 Aetna members who receive care from VCP physicians.

The value-based agreement rewards physicians for delivering coordinated care that meets certain quality and efficiency benchmarks.

With the addition of the Aetna contract, VCP will coordinate care for more than 90,000 people in Virginia.

The 1,000 primary care doctors and specialists who comprise the physician-led VCP network will work to ensure that patients receive appropriate preventive care and effective management of chronic conditions. VCP's care management and analytics team will work with Aetna to reduce avoidable hospital admissions, readmissions, and inefficiencies that inconvenience patients and drive up costs.

"We will be analyzing Aetna's population to make sure each member under network care receives the best care according to evidence-based guidelines," said Glenn Giessel, MD, chair of VCP's Board of Managers. "With an emphasis on preventive care, particularly around cancer screening and managing chronic conditions such as diabetes, we can help Aetna's members achieve the best possible health status."

VCP offers the services of registered nurse care managers who partner with the physicians to assist patients in transitioning from hospital to home. They provide discharge information to the primary care physician and connect individuals with a primary care physician if they don't have one. They follow up with patients once they are home to answer questions and help them better understand their health care issues and needs. For those patients dealing with chronic conditions such as diabetes and hypertension, the care managers promote better patient self-management by supporting patient adherence to their physician-directed care plan.

"Aetna is very pleased to announce this collaboration with VCP," said Rob Smart, Aetna's head of network operations for Virginia, Maryland and Washington, D.C. "We are committed to working with providers on new health care payment models that improve the quality of care and offer a better patient experience at a lower overall cost. This is a big step in that direction for our Richmond-area members."

Aetna provides health benefits to more than 800,000 members in Virginia. VCP was formed in 2012 by physicians committed to sharing clinical data as a way of driving more effective evidence-based care. The network strives to reduce unnecessary variation in patient care and decrease cost while consistently applying best practices across all patient care settings – in physician offices, within hospitals, and in outpatient settings.

While most VCP physicians operate independently and are free to use any hospital in caring for their patients, the organization is closely aligned with HCA Virginia, which has provided financial, staffing, and other support since the organization was formed.

### **About Virginia Care Partners**

Virginia Care Partners, LLC (VCP) is the first physician-led, clinical integration network in Virginia. Built on a foundation of technology that enables the gathering, sharing and evaluation of quality data across inpatient, outpatient and ambulatory settings, VCP physicians are at the forefront in crafting sustainable, patient-centered, evidence-based healthcare solutions that improve patients' outcomes while reducing costs thereby increasing the value of each healthcare dollar spent by employers and patients. For more information, visit [www.virginiacarepartners.com](http://www.virginiacarepartners.com)

### **About Aetna**

Aetna is one of the nation's leading diversified health care benefits companies, serving an estimated 46.7 million people with information and resources to help them make better informed decisions about their health care. Aetna offers a broad range of traditional, voluntary and consumer-directed health insurance products and related services, including medical, pharmacy, dental, behavioral health, management services, workers' compensation administrative services and health information technology products and services. Aetna's customers include employer groups, individuals, college students, part-time and hourly workers, health plans, health care providers, governmental units, government-sponsored plans, labor groups and expatriates. For more information, see [www.aetna.com](http://www.aetna.com) and learn about [how Aetna is helping to build a healthier world](#). [@AetnaNews](#)

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