



A joint venture means value for you

First of all, what is a joint venture?

It is a jointly owned health plan where each side is equally at risk, so there is a lot at stake for both parties. And a lot of incentive to do things right for the member.

When a health system and a health care benefits carrier*....

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Our recent successes

In January 2016, 90% of incoming calls were resolved during the first contact.**

A joint venture means value for you (continued)

When a health system and a health care benefits carrier* bring the best of their worlds together, we can best meet the needs of a community. Inova was the type of collaborator Aetna was looking for to serve Northern Virginia. They viewed us as a highly regarded, strong and reliable health system.

So now you have a strong health system in one hand and Aetna's experience of health benefits administration and care management capabilities in another. Bring them together and you have high quality health care delivery in a more community-based and focused way. This "all in" approach keeps everyone accountable and motivated to do the best for the people in that community.

A key to improved patient outcomes

See how Innovation Health is paving the way for improved patient outcomes through collaboration.

[Read more](#)

What is Innovation Health?

Learn more about Innovation Health, a result of a unique partnership between Aetna and Inova.

[Read more](#)

Confused about value-based contracting?

This prerecorded educational presentation provides you with in-depth details.



Top 2016 health

In a nutshell, why is this good for you?

It's a long-term sustainable solution to help resolve cost, quality and patient experience issues that exist in the current health care system.

It's a true collaboration backed by some of the best technology that connects all the players on the field. You have access to the highest levels of care available.

All of this combined gives Innovation Health a 360 degree perspective from a micro and macro level. A better perspective allows our providers to be better doctors. Better doctors provide better care and that can result in happier, healthier and more productive employees. And that impacts your performance in a positive way.

How exactly does a joint venture effect change?

With teamwork like this, there's an expectation that decisions will be made together, to positively impact all aspects of health care. The design of a joint venture encourages collaboration across traditional boundaries that help improve the overall experience for patients, and result in more positive health outcomes.

Here's a simple formula:

$$\begin{array}{l}
 ? \quad \text{Volume of positive member health outcomes} \\
 ? \quad \text{Occurrence of chronic health conditions} \\
 \quad \text{through more proactive care} \\
 = \quad \text{A healthier community overall}
 \end{array}$$

Everyone's role matters

In a joint venture, the provider and the Carrier are equally the most important players. What everyone does on both sides will determine its success.

The provider is the face of the joint venture. The patient relies on the provider to keep them well and fix them when they're not. And it's critical that the provider has a full understanding of their patient's health. They must have the time, support and tools to connect all the dots. When they do this, they can aim to keep a health condition from worsening and help to stop bad things before they happen.

The Carrier has the crucial job of managing the benefits. Even more important, they bring care management capabilities to the table. Without a strong care management program in place, doctors only have a part of what they need to be successful. To do their job well, the Carrier must do theirs even better.

insurance trends

Find out what your business needs to know about health insurance in 2016.

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Working together, the Carrier and the providers from the health system make a joint venture, such as Innovation Health, highly effective. Collaboration and communication are the key.

It's a health plan with a community focus

A local health plan that understands its community's needs is a system that benefits everyone. And why does that matter? Because we understand your employee population since we all live in the same place and have the same challenges and concerns. We're neighbors and we care about what is happening right here in our back yard, not thousands of miles away.

Also, our joint ventures, although locally-based, are backed by our broader national network. So there's care for your employees wherever and whenever they need it.

Innovation in action

A health care benefits carrier and a health system "playing nice in the sand box" – what an innovative idea. And that's what Innovation Health is all about. It's the very foundation on which this joint venture was built. It's supported by accountability, collaboration, technology and a clinically integrated network of doctors and hospitals. And that's what makes this work so well for you and your employees.

Follow us on 

*Third-party administrator or carrier ("Carrier"). This material applies to self-funded plans only

**Results based on internal monthly reporting