**Tool: Questions to Ask Before Assembling an ACO Team**

By Robert Betka

**What is our organization’s strategy for accountable care?** (*Check all that apply)*

(√)

\_\_\_ Be the ACO market leader

\_\_\_ Be part of another organization’s ACO

\_\_\_ Hold off, watch what happens, and adapt over time

\_\_\_ Participate in some other shared risk program

\_\_\_ Other: (*Fill in other strategy or strategies here)*

**Do we have the resources and market influence to be successful in the shared savings program?**

**Do we have the right people?**

\_\_\_ Yes

\_\_\_ No; we need to obtain the following people/talent *(Add details below)*

**Do we have the right processes in place?**

\_\_\_ Yes

\_\_\_ No; we need to put the following processes in place *(Add details below)*

**Do we have the right technologies in place?**

\_\_\_ Yes

\_\_\_ No; we need to put the following technologies in place *(Add details below)*

**Is our provider network comfortable with shared risk?**

\_\_\_ Yes

\_\_\_ No; the following providers are uncomfortable *(Add details below)*

**Do we have sufficient Medicare market share?**

\_\_\_ Yes

\_\_\_ No *(Add details below)*

**Who will be our partners in the ACO?** *(List below)*

**Are our existing partners ready for shared risk?**

**Who will we need to add to our network, and what are their capabilities?**

**Do we have, or can we readily obtain, the necessary funding to obtain the administrative and technology infrastructure required?** *(Add details below)*

**What gaps exist that will need to be filled?**

**What will the investment cost?**

**How much time will it take?**

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