



[Heartbeat Health](#) uses real-time clinical data and device connectivity to deliver same-day diagnostic reads, televisits and care.



## The Problem

- » It can be a challenge to take the, often abstract, notion of value based care (VBC) and make it tangible and clinically actionable.

*Working with the IMPACT contracting toolkit, we've been able to explain key concepts far more clearly and concisely with at-risk entities, leading to faster ramps to execution and successful implementation.*

— **Pete Celano**, SVP, Business Development, Heartbeat Health



## The Resources

- » The [DiMe IMPACT Payer-VC1 Contracting Toolkit](#) helps provide clarity and readability.
- » Our team works on getting value based care agreements in place with Payers and ACOs, and we use the toolkit to make the contracting discussion swifter, more two-sided, and accurate.
- » We used both the Considerations and Guides as they are compelling to both the sellers and buyers.



## The Impact

- ✓ Time savings
- ✓ Explanations were more robust or clearer
- ✓ Refined/improved systems or processes
- ✓ Transparency