VALUE-BASED CARE AND RHC-FQHC 2023

CHARLES JAMES: NORTH AMERICAN HMS/ RURAL ADVANTAGE ACO

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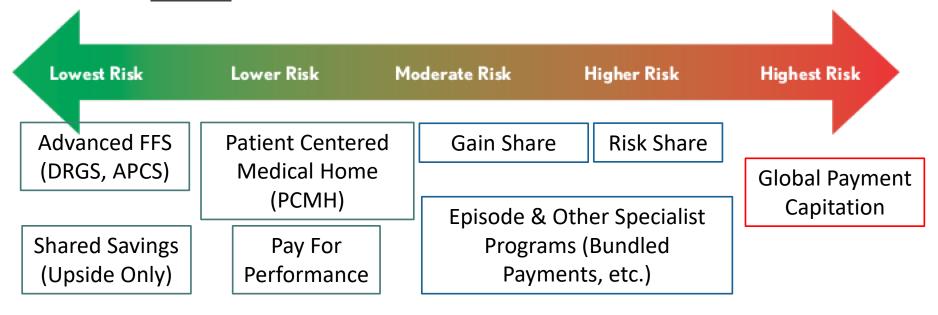
CMS QUALITY PAYMENT PROGRAM

- 1. Support care improvement by focusing on better outcomes for patients, decreased provider burden, and preservation of independent clinical practice;
- 2. Promote adoption of Alternative Payment Models that align incentives across healthcare stakeholders; and
- 3. Advance existing efforts of Delivery System Reform, including ensuring a smooth transition to a new system that promotes high-quality, efficient care through unification of CMS legacy programs.

(CMS MIPS Final Rule)



SPECTRUM OF RISK IN VALUE-BASED ARRANGEMENTS



- Incentives/penalties applied to provider payments to promote improved outcomes
- Provider payments for investments in care delivery, care coordination and health IT (infrastructure)
- Financial incentives for quality reporting
- Reward only payments for high-quality performance

- Savings from care improvement shared between payer and provider.
- Emerging care models with rewards or incentives
- Episode-based payment for clinical conditions

- Provider paid a single payment for a defined group of individuals
- Population-based payment for specific conditions
- Capitated payment based on care for a covered population
- Integrated payment and delivery systems (i.e., provider-based insurance plans)

MEDICARE SHARED SAVINGS PROGRAM (MSSP)

ACCOUNTABLE CARE ORGANIZATIONS

BASIC TRACK (5 YEARS) - MIN. 5,000 BENEFICIARIES

An ACO in the Basic Track will automatically progress to the next level of risk annually

Basic Track (A & B)

163 ACOs

- Upside Only: Similar to Track 1 from previous rules
- Savings Rate: 40%
- Shared Loss Rate: 0%
- No Advanced APM Qualification
- Attribution: Prospective or Retrospective

Basic Track (C & D)

31 ACOs

- Two-Sided Risk
- Savings Rate: 50%
- Shared Loss Rate: 30%; capped at 2-4% of ACO revenue
- No Advanced APM Qualification
- Attribution: Prospective or Retrospective

Basic Track (E)

69 ACOs

- Two-Sided Risk
- Savings Rate: 50%
- Shared Loss Rate: 30%; capped at 8% of ACO revenue.
- Advanced APM Qualification
- Attribution: Prospective or Retrospective

ENHANCED TRACK (5 YEARS) - MIN. 5,000 BENEFICIARIES

Enhanced Track - 76 ACOs

- Two-Sided Risk
- Savings Rate: 75%
- Shared Loss Rate: 40-70%; capped at 15% of benchmark
- Advanced APM Qualification
- Attribution: Prospective or Retrospective



Medicare Shared Savings Programs

	Medicare Shared Savings Program	Direct Contracting (REACH) [Professional/Global]	Direct Contracting (Geographic)	Medicare Advantage
Risk Covered	Total cost of care	Primary care services / Total cost of care	Total cost of care / Partial Cost of care	Total cost of care
Programmatic Incentives	Reduce total costs High quality care	Increase primary care servicesBring care in networkHigh quality care	Bring care in networkHigh quality careManage many beneficiaries in a region	Reduce total costsBring care in networkHigh quality care
Payment Structures	FFS + reconciliation for shared savings/losses	PBP + performance reconciliation	PBP + performance reconciliation	Capitation
Comparison Cohort	Own historic experienceRegional/national assignable population	Own historic experienceRegional USPCC	Regional USPCC	County level USPCC
Flexibility in Waivers/Beneficiary Incentives	Few waiversOptional benefit for E&M services	Beneficiary incentivesMany waivers	Beneficiary incentivesMany waivers	Benefit flexibility optionsUniformity flexible benefits
Additional Infrastructure Requirements	N/A	Capitation distribution to participating providers	Capitation distributionPayment of non-network FFS claims	Provider reimbursementRisk sharing arrangement
Alignment/Assignment	Prospective/Retrospective	Prospective	Regional	Voluntary alignment
Risk Adjustment	3% upside, unlimited downside; across entire 5-year agreement period	Medicare Advantage Risk Adjustment with Normalization and Coding Intensity Factor Adjustments	Zero-Sum Risk Coding	Medicare Advantage risk adjustment process 7/6/2023

MSSP PARTICIPANT ACTIVITIES

Care Management Services

Annual Wellness Visits

Transitional Care Management

Preventive Screenings

ICD-10 Coding (HCC)

CPT II/Claims-Based Reporting

ACO DATA AND ANALYTICS

Patient Attribution

Annual Wellness Visits

Documented Disease Burden

SNF/ESRD Utilization

Re-Admissions/ER Visits

TYPICAL* REVENUE SPLIT

GENERIC MEDICARE-SHARED SAVINGS PLAN TRACK A 50 - 60% of Revenue => Providers

40-50% of Revenue => ACO

Does not [usually] include downside risk.

PROVIDER CONSIDERATIONS

We ARE talking about practice transformation.

- Annual Wellness Visit completion
- Coding Education => Accurately reflect patient illness
- Care Management
- Patient attribution



RHC CONSIDERATIONS

- Annual Wellness Visits and Preventive Screenings are Stand-Alone encounters
- We CANNOT submit CPT II codes on UB04 claims
- Medicare attribution is per clinic not provider.

SHARED SAVINGS PAYMENTS

GENERIC MEDICARE-SHARED SAVINGS PLAN TRACK A

MSSP are calculated for each Performance Year.

Data is based on claims for attributed patients.

Payments are ANNUAL.

RHC PARTICIPATION IN MSSP 2023

ACO PARTICIPANT LIST COMPOSITION		
Participant TINs	15,539	
Physicians and non-Physicians	573,126	
Hospitals	1,450	
Federally Qualified Health Centers (FQHCs)	4,409	
Rural Health Clinics (RHCs)	2,240	
Critical Access Hospitals	467	
Shared Savings Program Fast Facts – As of January 1, 2023		

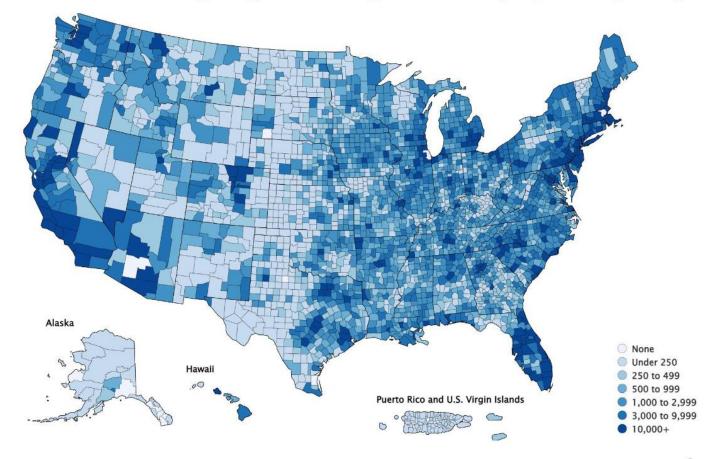




MEDICARE SHARED SAVINGS PROGRAM

Assigned Beneficiary Population by County

Medicare Shared Savings Program ACO Assigned Beneficiary Population by County





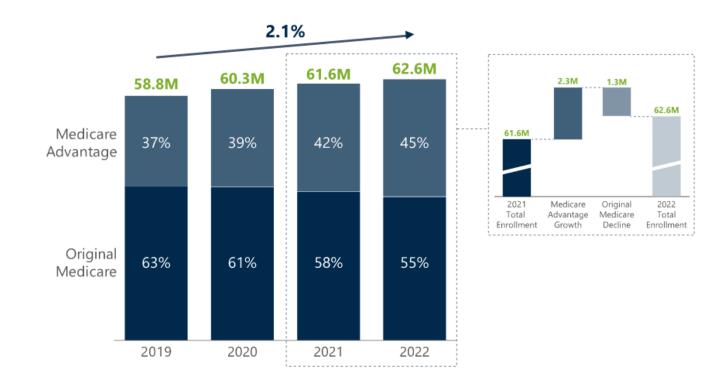


MEDICARE ADVANTAGE AND VALUE BASED CARE: CLOSING CARE GAPS

TAKE ADVANTAGE OF VALUE-BASED DOLLARS NOW!!

TRENDS: MEDICARE ADVANTAGE PENETRATION

Medicare Enrollment and Penetration Change by Year



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MEDICARE ADVANTAGE / COMMERCIAL PAYERS

Provider contracts align with payer incentives.

STARS 5 components include:

- ✓ quality/HEDIS measures data,
- ✓ member CAHPS surveys,
- ✓ member HOS surveys,
- ✓ Pharmacy/Part D measures data,
- ✓ health plan operations data.

Commercial Payers are increasingly paying for performance!

CAHPS

Consumer Assessment of Healthcare Providers and Systems

Surveys are developed by Agency for Healthcare Research & Quality (AHRQ)

It is a standardized tool used among health plans & prescription drug plans regarding member experience

CAHPS is used for:

- ✓ Accreditation/Star Rating
- ✓ Health Plan Ratings (HPR)
- Report Card



WE'LL ALWAYS PUT YOUR CARE FIRST.

We are committed to providing you a ten out of ten patient experience.

The most important thing to us is your care. We strive to ensure our staff will always:

- Listen to you
- Treat you with courtesy and respect
- · Schedule an appointment as quickly as you need it
- Bring you into an exam room within 15 minutes of your appointment time
- Administer your flu shot annually
- · Help you manage your care with other services or providers



CAHPS FOCUS

Domain	CAHPS Questions	
	In the last 6 months, how often was it easy to get the care, tests or treatment you needed?	Best Practices
Getting	In the last 6 months, when you needed care right away, how often did you get care as soon as needed? In the last 6 months, how often did you get an appointment for a check-up or	 Ensuring patients have an appointment as needed based on assessment of their need to obtain care Following up with patients to ensure they are able to schedule an appointment with specialist Ensuring they have appointments available for patients that need urgent care Offering patients a possible appt due to a cancellation Offering patients a telehealth appt if office has capability Ensuring access and availability standards are met Monitoring time spent in waiting and exam rooms Notifying patients if there is a delay in seeing their provider
Getting Care Quickly		

Confidential and Proprietary Information





CAHPS FOCUS

Domain	CAHPS Questions		
How well Doctors Communicate	In the last 6 months, how often did your personal doctor explain things in a way that was easy to understand?	Best Practices:	
	In the last 6 months, how often did your personal doctor listen carefully to you?	 Ensure patients understand the information provided to them and their next steps Follow-up with patients for any questions or concerns they may have 	
	In the last 6 months, how often did your personal doctor show respect for what you had to say?	 Following up with patients to ensure they have the appointments, results needed Offering patients a telehealth appt if office has capability Ensuring appointments are scheduled to provide enough time for patients questions 	
	In the last 6 months, how often did your personal doctor spend enough time with you?		
		 Monitoring time spent in waiting and exam rooms Notifying patients if there is a delay in seeing their provider 	

Confidential and Proprietary Information



What is HEDIS®?

HEDIS = Healthcare Effectiveness Data and Information Set

There are over 90 HEDIS® measures that compare performance in these areas:



Widely used set of performance measures to assess the quality of healthcare, based on clinical practice guidelines

- Plans that report HEDIS results enroll 191 million members
- HEDIS data is used to calculate national benchmarks

HEDIS AND CAHPS

"Learn it. Know it. Live it."

- Brad Hamilton

Key Medicare HEDIS® Measures

MEDICARE HEDIS MEASURES

(OMW) Bone Mineral Density
Testing

(COL) Colorectal Cancer Screen (EED) Eye Exam for Member with Diabetes

(HBD) Hemoglobin A1c test result ≤9

(FMC) Follow-Up After ED Visit for People with High-Risk Multiple Chronic Conditions

(CBP) Controlling Blood Pressure <140/90 -Hypertension

(BCS) Breast Cancer Screen - Mammogram test

Medication Adherence

- Blood Pressure
- Diabetes
- Statins

Statin Therapy for Patients with Cardiovascular Disease

Statin Use in Persons with Diabetes

(TRC) Transitions of Care

- (MRP) Medications Reconciliations Post Discharge
- Patient Engagement after Inpatient Discharge

Care of Older Adult – Medication List and Review (Special Needs Plan members only)

Care of Older Adult – Pain Screening (Special Needs Plan members only)



INCENTIVE DOLLARS NOW!

MEDICARE ADVANTAGE – COMMERCIAL – MEDICAID MCO

Wellcare Medicare 2023 P4Q

Wellcare Medicare Provider Portal 866-592-5832 M-F 7a-5p CST https://provider.wellcare.com



- Increased base payments by \$20 to \$40 a measure
- Removed 3-, 4- & 5-STAR target performance
- Added a 50% bonus increase by achieving an aggregate STAR rating of 4.0 or higher across HEDIS and pharmacy measures
- Provider obtains a base rate for every member who completes a measure
- First three payments will reflect base level. Final trueup payment the following year (2nd or 3rd quarter) will reflect any earned bonus amounts on HEDIS & pharmacy measures
- All claims, encounters, and data submissions must be received by 1/31/24 to be eligible for incentives

See attached booklet for more information







Wellcare understands that the provider-member relationship is a key component in ensuring superior healthcare and the satisfaction of our members. Because Wellcare recognizes these important partnerships, we are pleased to offer the 2023 Partnership for Quality (P4Q) Bonus Program, which rewards PCPs for improving quality and closing gaps in care.

The P4Q Program includes a bonus enhancement to better align payment with quality. **Providers can** now potentially earn a 50% bonus increase by achieving an aggregate STAR Rating of 4.0 or higher across HEDIS® and Pharmacy measures.

Program Measures	Amount Per
BCS - Breast Cancer Screening	\$50
CBP - Controlling High Blood Pressure	\$50
Diabetes - Dilated Eye Exam	\$40
Diabetes HbA1c <= 9	\$50
COA – Care for Older Adults – Pain Assessment*	\$25
COA – Care for Older Adults – Review*	\$25
COL - Colorectal Cancer Screen	\$50
FMC – F/U ED Multiple High Risk Chronic Conditions	\$40
Medication Adherence - Blood Pressure Medications	\$50
Medication Adherence - Diabetes Medications	\$50
Medication Adherence – Statins	\$50
OMW – Osteoporosis Management in Women Who Had Fracture	\$50
SPC - Statin Therapy for Patients with CVD	\$50
SUPD - Statin Use in Persons With Diabetes	\$50
TRC - Medication Reconciliation Post Discharge	\$25
TRC - Patient Engagement after Inpatient Discharge	\$25





APPOINTMENT AGENDAS FOR WELLCARE, MERIDIAN & AMBETTER

The CoC program is designed to support outreach **Appointment Agendas for Wellcare, Meridian & Ambetter** to members for annual visits and condition management, which helps to identify members eligible for case management.

- ✓ Providers earn bonus payments for proactively coordinating preventative medicine and for thoroughly addressing patients' current conditions to improve health and clinical quality of care.
- ✓ This is a claims-based program. Members need to be assessed during the year by their PCP, along with a claim submitted to support the provider's assessment.
- ✓ Bonuses are paid per NPI for each completed agenda (disease condition/continuity of care portion only) with verified/documented diagnoses.
- ✓ Refer to each line of business program manual for specific terms and conditions



OLDER ADULT ASSESSMENT FORM

- ✓ Patient Demographics
- Advanced Care Planning
- ✓ Functional Assessment
- ✓ Pain Assessment
- Medication List and Review
- ✓ Provider Signature (can be electronic)

Annual Care for Older Adults (COA) Form

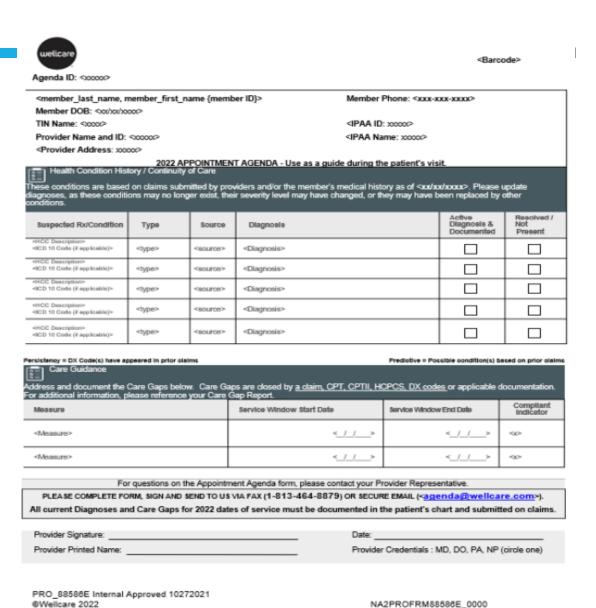


Read Carefully			
		ave a copy in the patient's medical records.	
Patient Name:	DOB:	ID #:	
Date Vitals Collected:/_	/ Blood Pressi	ure: /	
Height:	Weight:	BMI:	
Advance Care Planning (CPT I	I: 1123F, 1124F, 1157F, 1158	BF)	
Date discussed with Patient/Ca			
Copy of Advance Care Plan in pa			
Patient has: Advance Directives	Surrogate Decision Make	r Living Will Actionable Medical Orders	
Functional Status Assessmen	t (CPT II: 1170F)		
Date Assessed: / Was a FSA tool used: Yes Score/Result		□ Yes □ No IADLs Assessed? □ Yes □ No pol	
Pain Assessment (CPT II: 1125	F, 1126F)		
Date Assessed:/	/ Does th	e patient have pain? 🗌 Yes 🔲 No	
Medication List and Review (C Attach the member's medication list	,	over-the-counter and herbal supplements below.	
Date:/ Medication List attached: Patient not taking any medications:			
Medication/Dosage/Frequency	Medica	tion/Dosage/Frequency	
Provider Name (Print):			
Credentials: □MD □ DO □NF	P PA PharmD Othe	er:	
		Date: / /	
		r, it must route back to the provider for follow-u	
www.wellcare.com			
PRO_91533E Internal Approved 0910 ©Wellcare 2022	2021	NATPROFRM91533E 000	

Example of PDF agenda submission

These agendas can be faxed to: 1-813-464-8879 or securely emailed to: agenda@centene.com

Schedule and conduct a comprehensive exam with the patient using the Appointment Agenda as a guide, assessing the validity of each condition on the agenda.



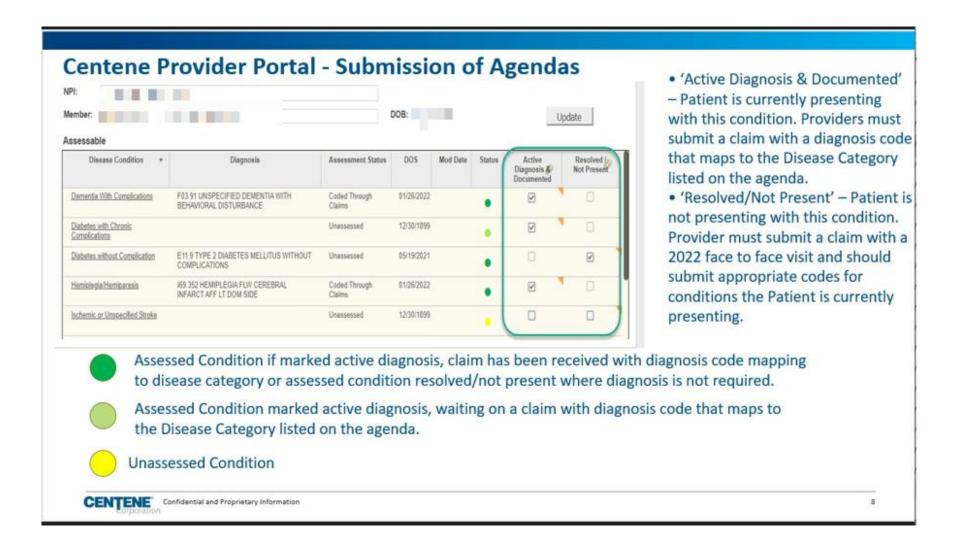
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<Office Name>



APPOINTMENT AGENDA

EXAMPLE OF CENTENE PORTAL AGENDA SUBMISSION





2023 Continuity of Care Program



2023 Continuity of Care Program

PROGRAM STARTS FEBRUARY 2023

1/1) meridian

PROGRAM STARTS FEBRUARY 2023

Threshold % of AAs completed per NPI	Medicare bonus p/agenda-includes \$100 additional bonus	Medicaid bonus p/agenda
< 50%	\$200	\$100
≥ 50% to < 80%	\$300	\$200
≥80%	\$400	\$300

COMMERCIAL AND MEDICAID MCOS



Check with ALL of your payers to ensure enrollment in the quality program they offer.



There is often NO enrollment, just registration on Quality Website.



Provider representatives are usually eager to help.



CARE GAPS ARE CLAIMS BASED! CPT II REPORTING

Report CPT II Codes on ALL claims to ALL payers.

- ✓ MEDICARE UB04! Not yet!!
- ✓ United
- ✓ Wellcare/BC
- ✓ ALL Medicare Advantage plans
- ✓ Medicaid MCO plans
- ✓ Reach out to provider representatives about their quality plans and how to receive incentives!
- ✓ Test claims first!

TRADITIONAL MEDICARE UB04 CPT II REPORTING

We cannot yet file CPT II Codes on UB04 to Traditional Medicare.

- -Report/record CPT Code in EHR/PM system.
- -Suppress CPTII Code from CLAIMS only.
- -This will ensure that the data is identifiable for future retrieval.

CHANGE YOUR THINKING:

REPORT EVERY SERVICE THAT IS DUE, PERFORMED, AND DOCUMENTED.

- ⇒ Including, and especially, CPT Level II codes
- ⇒ For ALL Payers!

FORECAST BEYOND 2023



Value-Based Program Revenue will become and increasingly urgent source of revenue, and ultimately a matter of survival.

The Rural Advantage Mission: "Provider and Patient Well-Being."



Our main organizational objective is to return value to our providers.

Charles A. James, Jr.
President and CEO
North American HMS
RHC-FQHC Experts since 1992



The Rural Advantage was created by North American HMS to provide a mechanism for value-based participation for Rural Providers, Rural Hospitals, RHCs and FQHCs.

Dr. Tom Davis, MDValue-Based Payment Expert



Dr. Tom Davis, MD is an expert in value-based healthcare and full-risk insurance contracting.

Dr. Tom Davis, MD is THE national expert in value-based healthcare delivery and full-risk insurance contracting. A family physician for over 25 years, angel investor, founder of 6 companies, co-founder of 8, he has successfully managed thousands of patients under Medicare Advantage and other value-based care programs. He is a sought-after consultant, speaker, and trusted advisor.

Kelly Conroy

Director
Pinnacle Healthcare Consulting



Kelly brings more than 30 years of healthcare finance, management and leadership experience to Pinnacle with significant experience in Value Based Care. As a leader in the field, she'd contributed through multiple start up healthcare companies with a leading-edge focus on advancements in care delivery and alignment.

Kelly started the first Medicare ACO in the country, which delivered nearly \$40M in savings in its first year and has gone on to manage some of the most profitable ACOs in the country.



The Rural Advantage:

Provider payments are OVER-AND-ABOVE Claims Revenue.



Rural Advantage Proposed Measures PY2023

Rural Advantage Participant Scorecard 2023



Participant	Provider 1	Provider 2	Provider 3	Provider 4
Attri	oution			
	PMPY			
Shared Sa	avings			

Quality Measure	Weight	Weight	Weight	Weight
Attendance at Rural Advantage Educational Sessions	15%	15%	15%	15%
Attendance at Rural Advantage Monthly/Quarterly Meetings	15%	15%	15%	15%
Panel Size/Patient Retention (Maintain or increase attributed patients)	10%	10%	10%	10%
Annual Wellness Visits (>70% of patients eligible for AWV receive one)	40%	40%	40%	40%
Transitional Care Management	20%	20%	20%	20%
Subtotal				





agenda

- Practice Stats
- Monthly cost & utilization metrics (rolling 12 months)
 - PMPY
 - ER per 1,000
 - IP per 1,000
 - IP readmissions
 - SNF PMPY



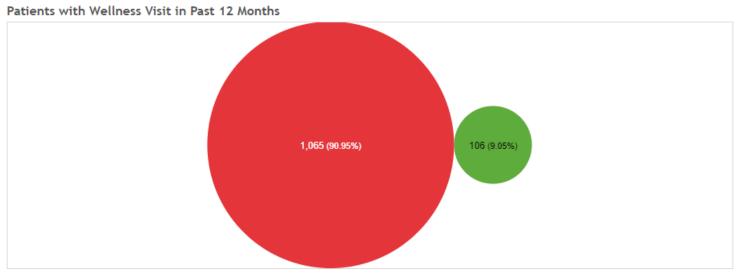
Practice Stats

• Attributed patients: 1,171

• HCC Risk Score: 0.960

AWV Completed





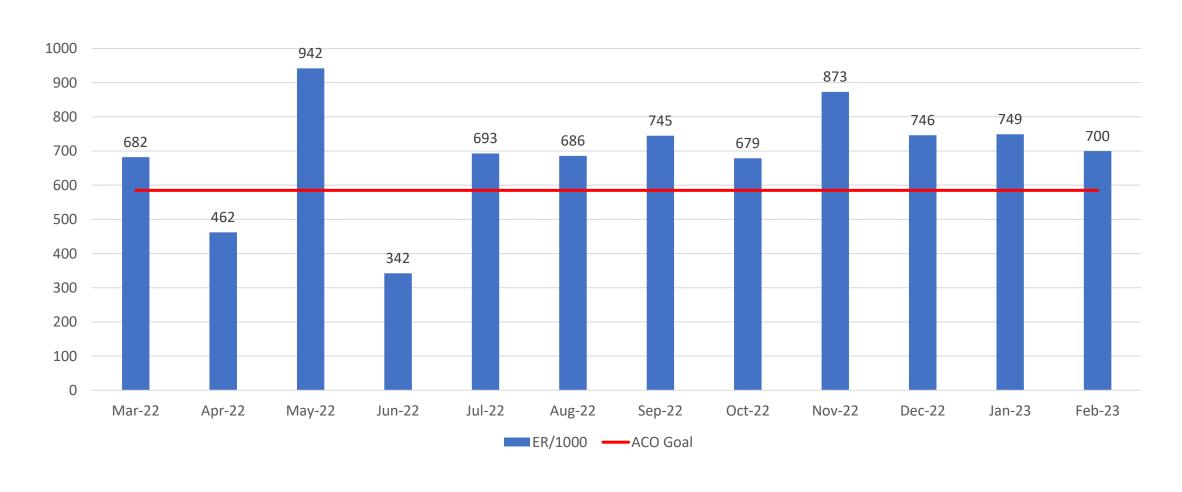


Per member per year cost



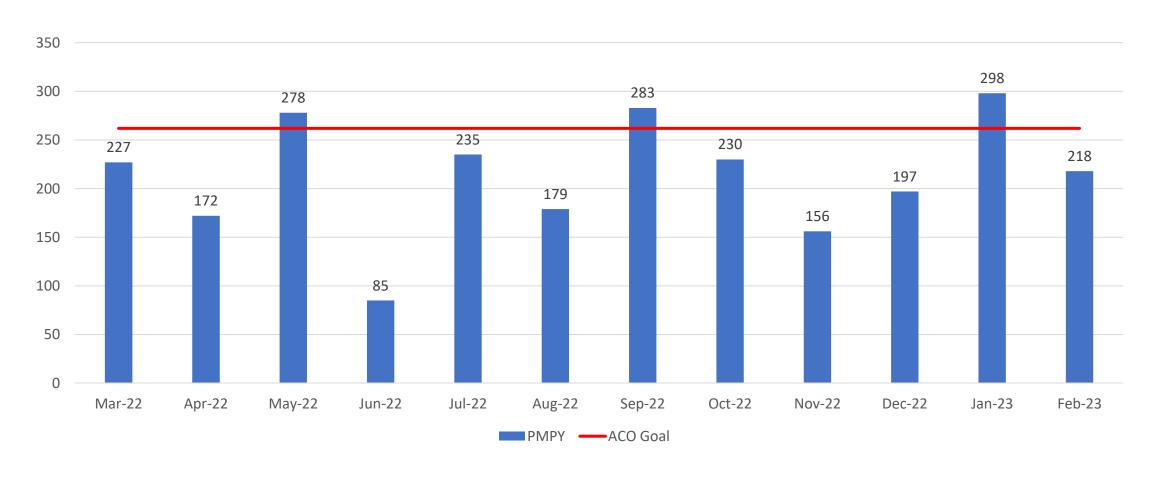


ER Visits per 1,000



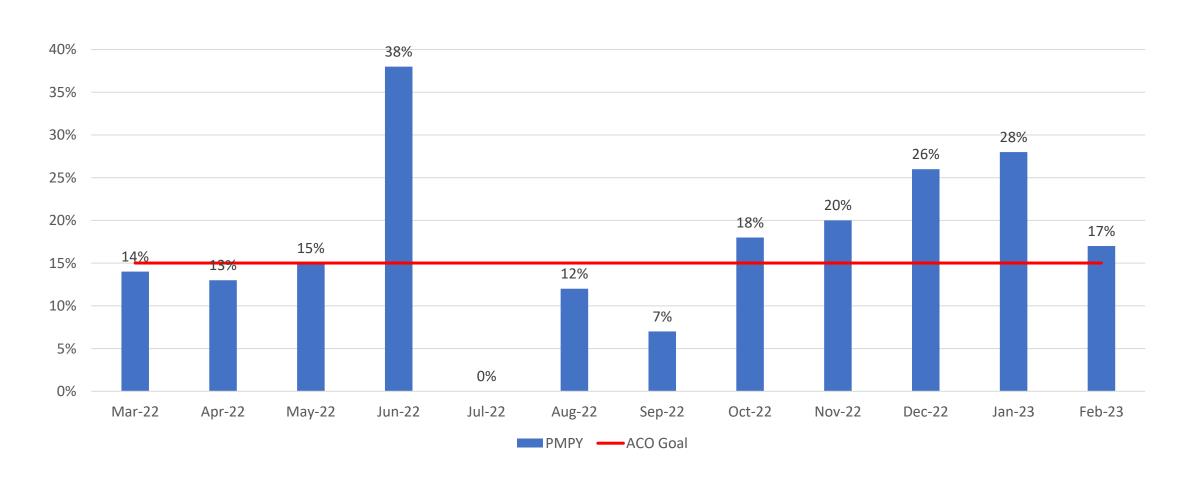


IP Admissions per 1,000



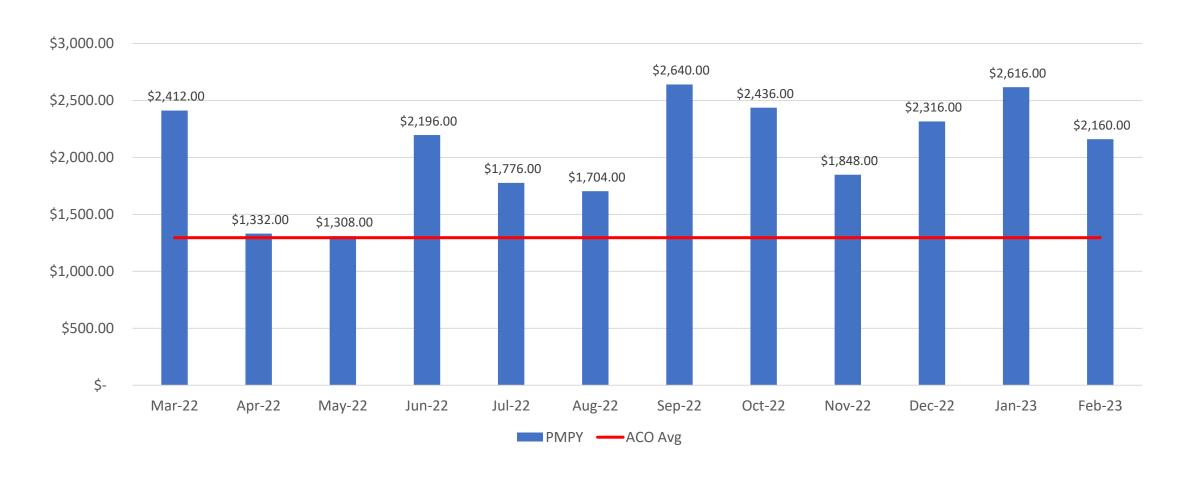


IP readmissions





SNF PMPY



Straightforward Scorecard

Patient Attribution

Annual Wellness Visits

Education/Learning

Provider Engagement

Utilization



The Rural Advantage does not, nor will we ever, interfere in the provider/patient relationship.



WHAT IS OUR PROPOSITION?

RURAL ADVANTAGE REVENUE SPLIT:

75% of Revenue => Providers

25% of Revenue => ACO



We are actively signing participants.

WE ARE ENROLLING PARTICIPANTS.



The performance year is 2024.



A Participation Agreement gets us started.

WELLCARE QUALITY RESOURCES

For additional information on specific HEDIS® measures, see Quick Reference Guide (QRG):

IL Meridian Health Plan https://ilmeridian.com/providers/resources/quality-improvement.html

Wellcare wellcare.com/Illinois/Providers/Medicare/Quality

YouthCare ilyouthcare.com/content/dam/centene/meridian/il/pdf/YouthCare2022-HEDIS-QRG-R4_Final.pdf

Email <u>ILHEDISOps@mhplan.com</u>



RESOURCES

"What are Value Based Payment Programs". www.cms.gov/Medicare/Quality-Initiatives-Patient- Assessment-Instruments/Value-Based-Programs/Value-Based-Programs.html. Centers for Medicare and Medicaid Services. 07/16/2019. Accessed 5.23.2023.

Quality Measures Reporting. www.healthit.gov/topic/federal-incentive-programs/MACRA/MIPS/quality-measures-reporting. 2.12.2019. Accessed 5.23.2023





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