

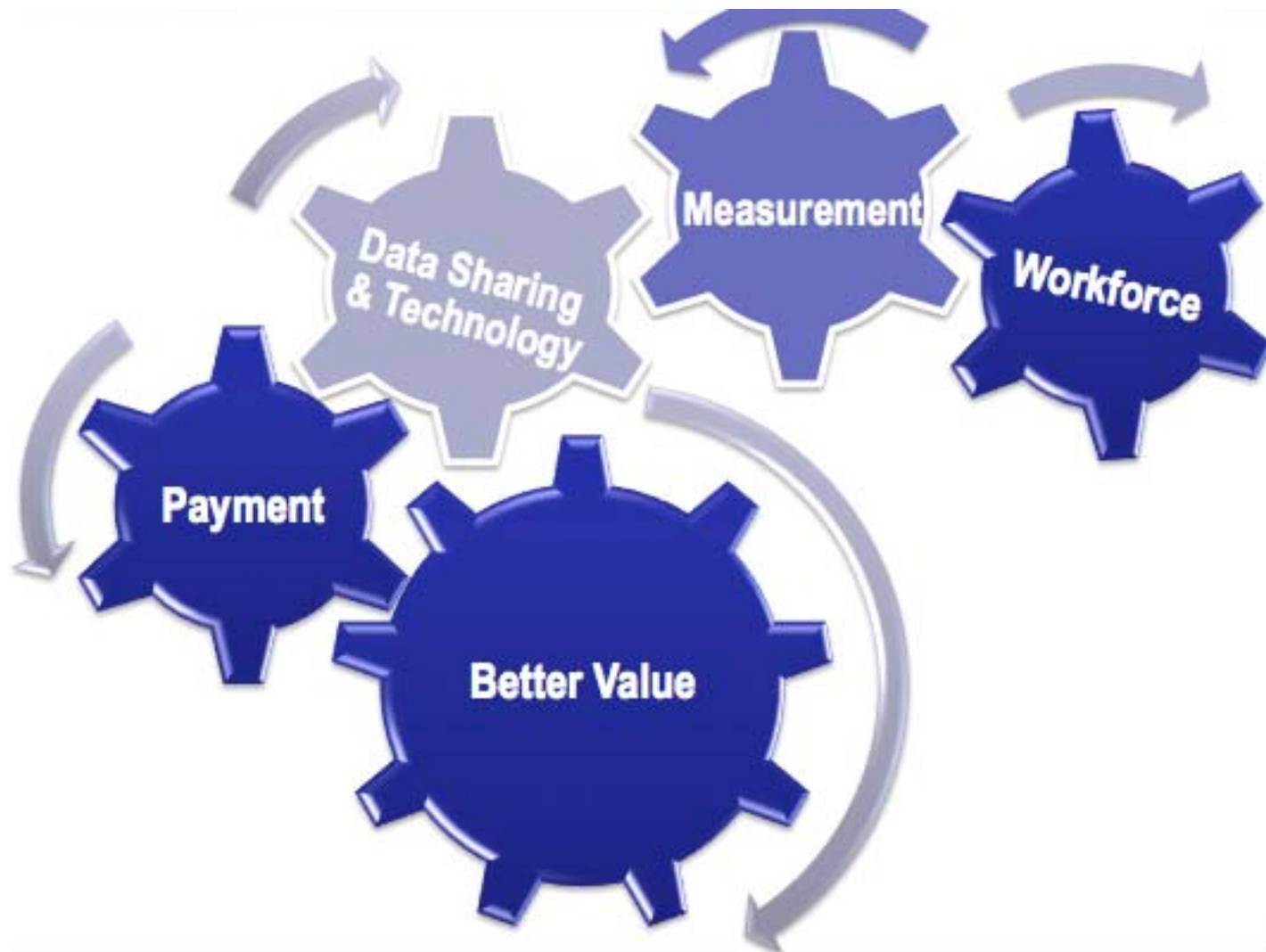


# An Health Plan Partnership Model

Medical Home Summit | June 7, 2016



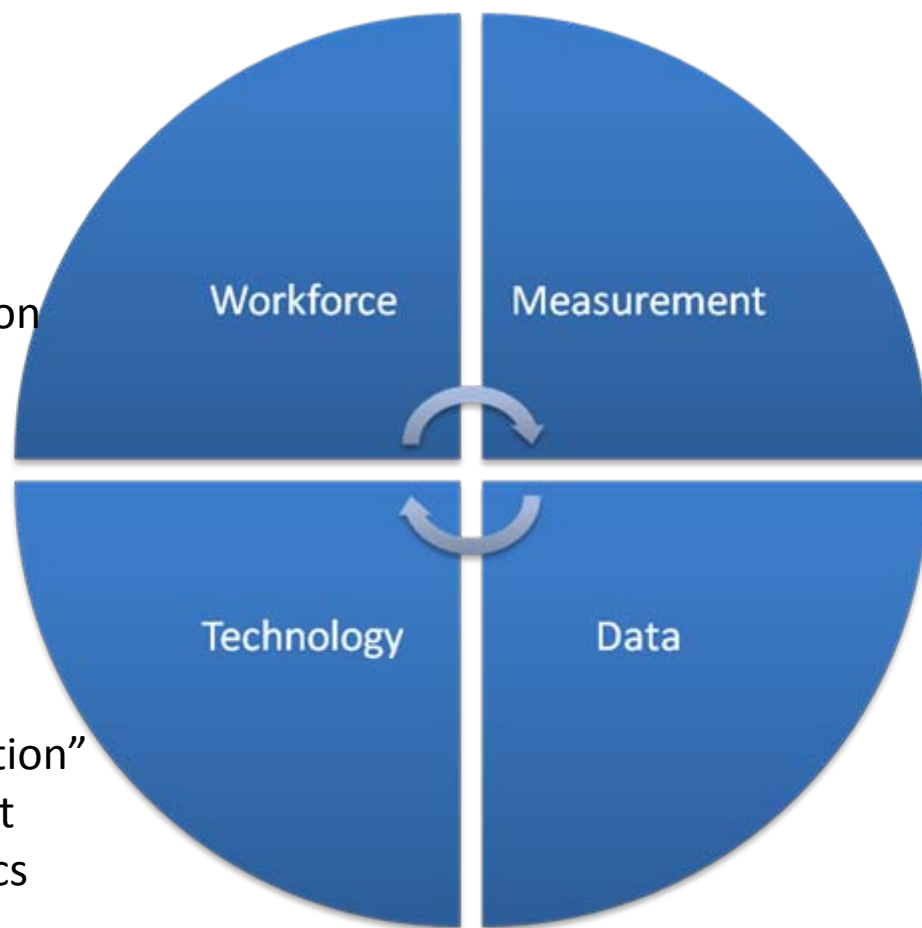
# Syncing the gears



# Non-Financial Supports



- Practice centered
  - CPC RLF
  - SIM RLF
- Patient centered
  - CHW
  - CCTs
  - Transportation
  - Mobile data



- Patient Activation
- eCQM Adoption
- Reporting & support

- Virtual clinic
- Alerts / “subscription”
- Care management
- Advanced analytics
  - Stratus™
  - IndiGO™

- Multipayer aggregation
- HIE data sharing
  - Data quality
  - Identity management
- Raw admin data

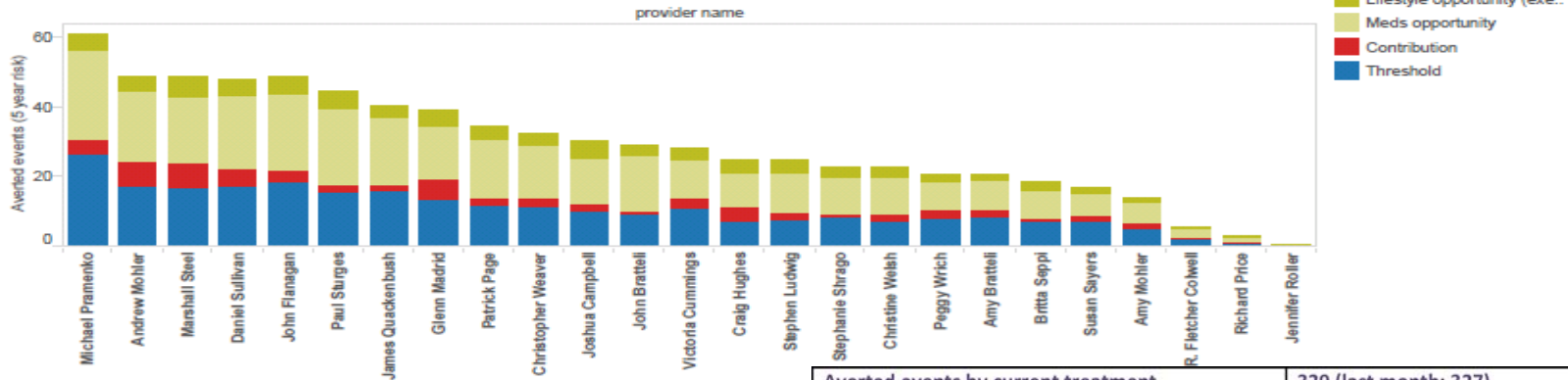


# Data quality: creating a virtuous cycle

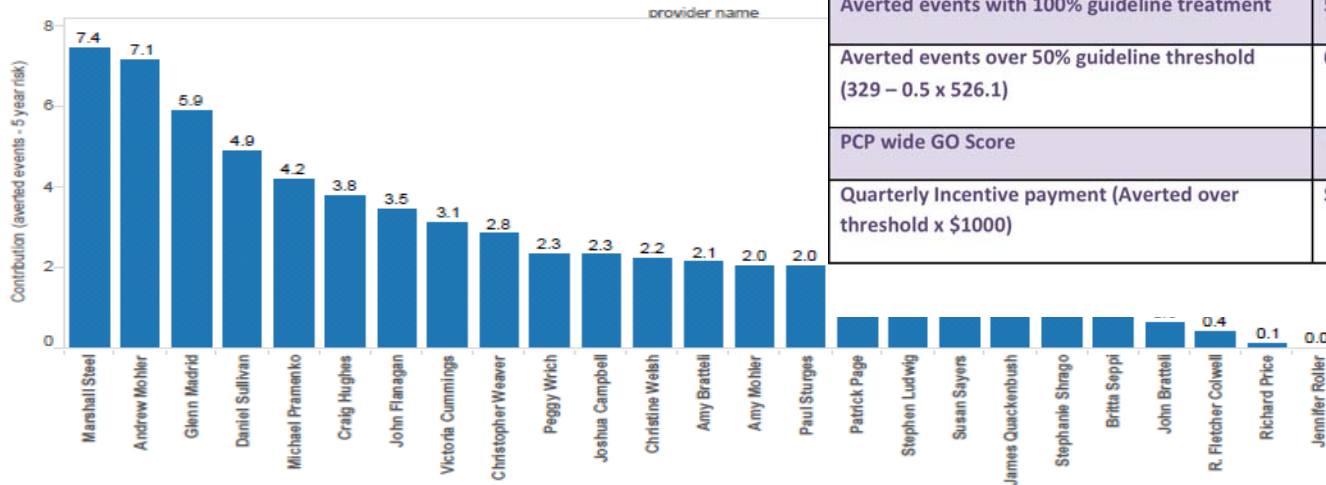


# What this looks like in practice

Averted events by provider



Contribution by provider



Averted events by current treatment	329 (last month: 327)
Averted events with 100% guideline treatment	526.1 (last month: 522)
Averted events over 50% guideline threshold (329 - 0.5 x 526.1)	66.3 (last month: 65.5)
PCP wide GO Score	62.6 (last month: 62.5)
Quarterly Incentive payment (Averted over threshold x \$1000)	\$66,259



- **Community Health Information Exchange – Real Time Alerts**
  - Leveraging community health information exchange(s) across the state (Quality Health Network and CORHIO) to collect and route real time **admissions, discharge and transfer (ADT)** alerts from over 55 hospital facilities.
  - Entirely independent network model -- not dependent upon any one hospital system or provider platform.
  - Can route alerts to multiple end users – within the health plan, primary care sites, community care teams, local public health, human services.
  - “Subscription” model for attributed patients eliminates dependency upon identification of physician or care manager during hospital registration process.

# Total Cost of Care – CPC vs. Traditional Network | Commercial Membership



## Required Selections

Region	Western Slope
Line of Business	PP
Age Group	Adults

## Data

CPC Practices			
2012	2013	2014	2015

Non Participating Practices			
2012	2013	2014	2015

Unique Count	4,183	3,985	4,477	4,607
Member Months	48,788	46,577	51,384	53,387
Avg Risk Score	0.31	0.31	0.35	0.36

Unique Count	2,356	2,121	2,430	2,691
Member Months	27,444	24,674	27,036	30,426
Avg Risk Score	0.35	0.35	0.41	0.43

<b>Total \$</b>	<b>\$21,976,342</b>	<b>\$23,136,109</b>	<b>\$30,687,044</b>	<b>\$31,552,892</b>
<i>Amb</i>	\$7,359,806	\$7,759,399	\$9,480,541	\$9,773,621
<i>Hosp</i>	\$11,291,808	\$12,362,634	\$17,144,964	\$16,743,700
<i>Rx</i>	\$3,324,728	\$3,014,077	\$4,061,538	\$5,035,570

<b>Total \$</b>	<b>\$13,924,919</b>	<b>\$14,310,242</b>	<b>\$21,715,041</b>	<b>\$26,047,029</b>
<i>Amb</i>	\$3,959,002	\$4,002,467	\$5,446,048	\$6,135,906
<i>Hosp</i>	\$7,908,656	\$7,955,304	\$13,058,234	\$15,322,727
<i>Rx</i>	\$2,057,262	\$2,352,471	\$3,210,759	\$4,588,396

<b>Total PMPM</b>	<b>\$450</b>	<b>\$497</b>	<b>\$597</b>	<b>\$591</b>
<i>Amb PMPM</i>	\$151	\$167	\$185	\$183
<i>Hosp PMPM</i>	\$231	\$265	\$334	\$314
<i>Rx PMPM</i>	\$68	\$65	\$79	\$94

<b>Total PMPM</b>	<b>\$507</b>	<b>\$580</b>	<b>\$803</b>	<b>\$856</b>
<i>Amb PMPM</i>	\$144	\$162	\$201	\$202
<i>Hosp PMPM</i>	\$288	\$322	\$483	\$504
<i>Rx PMPM</i>	\$75	\$95	\$119	\$151

<b>Normalized Total PMPM</b>	<b>\$450</b>	<b>\$497</b>	<b>\$597</b>	<b>\$591</b>
<i>Amb PMPM</i>	\$151	\$167	\$185	\$183
<i>Hosp PMPM</i>	\$231	\$265	\$334	\$314
<i>Rx PMPM</i>	\$68	\$65	\$79	\$94

<b>Normalized Total PMPM</b>	<b>\$458</b>	<b>\$507</b>	<b>\$684</b>	<b>\$714</b>
<i>Amb PMPM</i>	\$130	\$142	\$172	\$168
<i>Hosp PMPM</i>	\$260	\$282	\$411	\$420
<i>Rx PMPM</i>	\$68	\$83	\$101	\$126

<b>Annual Trend - Total</b>	<b>9.5%</b>
<i>Annual Trend Amb</i>	6.7%
<i>Annual Trend Hosp</i>	10.7%
<i>Annual Trend Rx</i>	11.4%

<b>Annual Trend - Total</b>	<b>16.0%</b>
<i>Annual Trend Amb</i>	9.0%
<i>Annual Trend Hosp</i>	17.4%
<i>Annual Trend Rx</i>	23.0%

# Total Cost of Care – CPC vs. Traditional Network | Medicaid Membership



## Required Selections

Region	Western Slope
Line of Business	MD
Age Group	Adults

## Data

CPC Practices				
	2012	2013	2014	2015

Unique Count	1,750	1,791	2,608	3,979
Member Months	19,265	20,207	22,887	43,840
Avg Risk Score	0.66	0.64	0.56	0.58

Total \$	2012	2013	2014	2015
<i>Amb</i>	\$2,561,335	\$2,595,841	\$3,236,101	\$5,650,561
<i>Hosp</i>	\$3,240,508	\$3,283,771	\$4,460,167	\$6,732,139
<i>Rx</i>	\$2,044,860	\$2,258,753	\$3,028,258	\$4,706,217

Total PMPM	2012	2013	2014	2015
<i>Amb PMPM</i>	\$133	\$128	\$141	\$129
<i>Hosp PMPM</i>	\$168	\$163	\$195	\$154
<i>Rx PMPM</i>	\$106	\$112	\$132	\$107

Normalized Total PMPM	2012	2013	2014	2015
<i>Amb PMPM</i>	\$133	\$128	\$141	\$129
<i>Hosp PMPM</i>	\$168	\$163	\$195	\$154
<i>Rx PMPM</i>	\$106	\$112	\$132	\$107

Annual Trend - Total	-1.5%
Annual Trend <i>Amb</i>	-1.0%
Annual Trend <i>Hosp</i>	-3.0%
Annual Trend <i>Rx</i>	0.4%

Non Participating Practices				
	2012	2013	2014	2015

Unique Count	1,805	1,736	1,625	3,318
Member Months	20,125	19,822	14,402	36,735
Avg Risk Score	0.79	0.81	0.69	0.68

Total \$	2012	2013	2014	2015
<i>Amb</i>	\$3,490,051	\$3,217,141	\$2,621,551	\$6,430,311
<i>Hosp</i>	\$5,055,890	\$4,560,570	\$3,589,997	\$9,774,238
<i>Rx</i>	\$3,159,467	\$3,126,404	\$3,353,544	\$7,484,795

Total PMPM	2012	2013	2014	2015
<i>Amb PMPM</i>	\$173	\$162	\$182	\$175
<i>Hosp PMPM</i>	\$251	\$230	\$249	\$266
<i>Rx PMPM</i>	\$157	\$158	\$233	\$204

Normalized Total PMPM	2012	2013	2014	2015
<i>Amb PMPM</i>	\$145	\$128	\$147	\$150
<i>Hosp PMPM</i>	\$211	\$181	\$201	\$228
<i>Rx PMPM</i>	\$132	\$124	\$188	\$174

Annual Trend - Total	4.2%
Annual Trend <i>Amb</i>	1.0%
Annual Trend <i>Hosp</i>	2.6%
Annual Trend <i>Rx</i>	9.8%





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