Value Based Payments
Payer Panel
Facilitated by Lori Stephenson – Rocky Mountain Health Plans
Meet our Panelists

- Patrick Gordon – Rocky Mountain Health Plans
- Greg Reicks, MD – Foresight Family Physicians
- Judy Zerzan – Colorado Department of Health Care Policy & Financing
- Dorien Rawlinson – United Healthcare
This Multi-Stakeholder session is intended to promote a strategic and forward thinking dialogue utilizing the CPCI experience to date coupled with the information recently out from CMS regarding MACRA/MIPs and CPC + as well as other Colorado market initiatives such as SIM as a springboard. The panel includes private and government sector payers as well as a physician thought leader who is active in the progression of comprehensive primary care delivery. Dialogue will center on the steps, accountabilities, changes and meaningful measurement needed in the transition from volume based to value based payment.
Objectives

• Define areas of opportunity for both payers and providers for changes and transition from volume based payment to value based payment compensation strategies.

• Identify opportunities for meaningful measurement as it relates to value based payment.
Investing in transformation: A comprehensive strategy for comprehensive primary care
All gears must turn
Non-Financial Supports

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

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

Data

- CPC data sharing
- APCD data sharing
- HIE data sharing
  - Data quality
  - Identity management
  - Raw admin data
Data quality: creating a virtuous cycle

Give
Time & Attention
Leadership
Process Change

Get
Better Tools
Better Measures
Better Results
What this looks like in practice

Averted events by provider:

- Michael Pranisko: 60
- Andrea Mohler: 48
- Marshall Steel: 42
- Deneel Seltman: 40
- John Finnegan: 38
- Paul Shugra: 36
- Gian Madrid: 32
- Patrick Page: 30
- Christopher Weaver: 28
- Justin Campbell: 26
- Jordan Bessell: 24
- Victoria Quamnenah: 22
- Craig Hughes: 20
- Stephen Ludwig: 18
- Stephanie Strage: 16
- Christine Wash: 14
- Peggy Wicks: 12
- Amy Mohler: 10
- Paul Shugra: 8
- Amy Mohler: 6
- John Finnegan: 4
- Jennifer Rohrer: 2

Contribution by provider:

- Marshall Steel: 7.4
- Andrea Mohler: 7.1
- Gian Madrid: 5.0
- Michael Pranisko: 4.9
- John Finnegan: 4.2
- Paul Shugra: 3.6
- Gian Madrid: 3.1
- Christopher Weaver: 2.8
- Peggy Wicks: 2.5
- Jordan Campbell: 2.3
- Christine Wash: 2.2
- Amy Bessell: 2.1
- Paul Shugra: 2.0
- Amy Mohler: 2.0
- John Finnegan: 1.0
- Jennifer Rohrer: 0.6

**Measure Names**
- Lifestyle opportunity
- Meds opportunity
- Contribution
- Threshold

**Key Metrics**

- 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

**An Initiative of the Center for Medicare & Medicaid Innovation**
Emerging Use Cases

• 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.
## Network | Commercial Membership

**Required Selections**
- **Region**: Western Slope
- **Line of Business**: PP
- **Age Group**: Adults

### Data

#### CPC Practices

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unique Count</td>
<td>4,183</td>
<td>3,985</td>
<td>4,477</td>
<td>4,607</td>
</tr>
<tr>
<td>Member Months</td>
<td>48,788</td>
<td>46,577</td>
<td>51,384</td>
<td>53,387</td>
</tr>
<tr>
<td>Avg Risk Score</td>
<td>0.31</td>
<td>0.31</td>
<td>0.35</td>
<td>0.36</td>
</tr>
<tr>
<td>Total $</td>
<td>$21,976,342</td>
<td>$23,136,109</td>
<td>$30,687,044</td>
<td>$31,552,892</td>
</tr>
<tr>
<td>Amb</td>
<td>$7,359,806</td>
<td>$7,759,399</td>
<td>$9,480,541</td>
<td>$9,773,621</td>
</tr>
<tr>
<td>Hosp</td>
<td>$11,291,808</td>
<td>$12,362,634</td>
<td>$17,144,964</td>
<td>$16,743,700</td>
</tr>
<tr>
<td>Rx</td>
<td>$3,324,728</td>
<td>$3,014,077</td>
<td>$4,061,538</td>
<td>$5,035,570</td>
</tr>
<tr>
<td>Total PMPM</td>
<td>$450</td>
<td>$497</td>
<td>$597</td>
<td>$591</td>
</tr>
<tr>
<td>Amb PMPM</td>
<td>$151</td>
<td>$167</td>
<td>$185</td>
<td>$183</td>
</tr>
<tr>
<td>Hosp PMPM</td>
<td>$231</td>
<td>$265</td>
<td>$334</td>
<td>$314</td>
</tr>
<tr>
<td>Rx PMPM</td>
<td>$68</td>
<td>$65</td>
<td>$79</td>
<td>$94</td>
</tr>
</tbody>
</table>

#### Non Participating Practices

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unique Count</td>
<td>2,356</td>
<td>2,121</td>
<td>2,430</td>
<td>2,691</td>
</tr>
<tr>
<td>Member Months</td>
<td>27,444</td>
<td>24,674</td>
<td>27,036</td>
<td>30,426</td>
</tr>
<tr>
<td>Avg Risk Score</td>
<td>0.35</td>
<td>0.35</td>
<td>0.41</td>
<td>0.43</td>
</tr>
<tr>
<td>Total $</td>
<td>$13,924,919</td>
<td>$14,310,242</td>
<td>$21,715,041</td>
<td>$26,047,029</td>
</tr>
<tr>
<td>Amb</td>
<td>$3,959,002</td>
<td>$4,002,467</td>
<td>$5,446,048</td>
<td>$6,135,906</td>
</tr>
<tr>
<td>Hosp</td>
<td>$7,908,656</td>
<td>$7,955,304</td>
<td>$13,058,234</td>
<td>$15,322,727</td>
</tr>
<tr>
<td>Rx</td>
<td>$2,057,262</td>
<td>$2,352,471</td>
<td>$3,210,759</td>
<td>$4,588,396</td>
</tr>
<tr>
<td>Total PMPM</td>
<td>$507</td>
<td>$580</td>
<td>$803</td>
<td>$856</td>
</tr>
<tr>
<td>Amb PMPM</td>
<td>$144</td>
<td>$162</td>
<td>$201</td>
<td>$202</td>
</tr>
<tr>
<td>Hosp PMPM</td>
<td>$288</td>
<td>$322</td>
<td>$483</td>
<td>$504</td>
</tr>
<tr>
<td>Rx PMPM</td>
<td>$75</td>
<td>$95</td>
<td>$119</td>
<td>$151</td>
</tr>
</tbody>
</table>

### Normalized Total PMPM

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unique Count</td>
<td>$450</td>
<td>$497</td>
<td>$597</td>
<td>$591</td>
</tr>
<tr>
<td>Member Months</td>
<td>$151</td>
<td>$167</td>
<td>$185</td>
<td>$183</td>
</tr>
<tr>
<td>Avg Risk Score</td>
<td>$231</td>
<td>$265</td>
<td>$334</td>
<td>$314</td>
</tr>
<tr>
<td>Total PMPM</td>
<td>$68</td>
<td>$65</td>
<td>$79</td>
<td>$94</td>
</tr>
</tbody>
</table>

### Annual Trend - Total

- **Annual Trend Amb**: 6.7%
- **Annual Trend Hosp**: 10.7%
- **Annual Trend Rx**: 11.4%

An Initiative of the Center for Medicare & Medicaid Innovation
# Total Cost of Care – CPC vs. Traditional Network | Medicaid Membership

<table>
<thead>
<tr>
<th>Required Selections</th>
<th>Western Slope</th>
<th>MD</th>
<th>Adults</th>
</tr>
</thead>
</table>

## Data

<table>
<thead>
<tr>
<th>Data</th>
<th>CPC Practices</th>
<th>Non Participating Practices</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unique Count</td>
<td>1,750</td>
<td>1,791</td>
</tr>
<tr>
<td>Member Months</td>
<td>19,265</td>
<td>20,207</td>
</tr>
<tr>
<td>Avg Risk Score</td>
<td>0.66</td>
<td>0.64</td>
</tr>
</tbody>
</table>

| Total $               | $7,846,704 | $8,138,364 | $10,724,526 | $17,088,917 | $11,705,409 | $10,904,115 | $9,565,092 | $23,689,343 |
| Amb                  | $2,561,335 | $2,595,841 | $3,236,101 | $5,650,561 | $3,490,051 | $3,217,141 | $2,621,551 | $6,430,311  |
| Rx                   | $2,044,860 | $2,258,753 | $3,028,258 | $4,706,217 | $3,159,467 | $3,126,404 | $3,353,544 | $7,484,795  |

| Total PMPM            | $407  | $403  | $469  | $390  | $582  | $550  | $664  | $645  |
| Amb PMPM              | $133  | $128  | $141  | $129  | $173  | $162  | $182  | $175  |
| Hosp PMPM             | $168  | $163  | $195  | $154  | $251  | $230  | $249  | $266  |
| Rx PMPM               | $106  | $112  | $132  | $107  | $157  | $158  | $233  | $204  |

| Normalized Total PMPM | $407  | $403  | $469  | $390  | $488  | $434  | $536  | $552  |
| Amb PMPM              | $133  | $128  | $141  | $129  | $145  | $128  | $147  | $150  |
| Hosp PMPM             | $168  | $163  | $195  | $154  | $211  | $181  | $201  | $228  |
| Rx PMPM               | $106  | $112  | $132  | $107  | $132  | $124  | $188  | $174  |

| Annual Trend - Total  | -1.5% | 4.2% |
| Annual Trend Amb      | -1.0% | 1.0% |
| Annual Trend Hosp     | -3.0% | 2.6% |
| Annual Trend Rx       | 0.4%  | 9.8% |
Patrick Gordon

@RMHPCommunity
Rocky Mountain Health Plans

patrick.gordon@rmhp.org
720.515.4129

-----------------------------
Foresight Family Physicians

Foresight Revenue 2012

Fee For Service

5% Commercial Plan PFP Incentives
Foresight Family Physicians

Foresight Revenue 2015

- Fee For Service: 68%
- Medicaid Shared Savings: 5%
-/shared saving CPC: 3%
- CPC PMPM: 6%
- Global IBH Payments: 5%
- Medicare Incentives: 1%
- Medicaid Capitation: 8%
- Commercial PFP Incentives: 4%

An Initiative of the Center for Medicare & Medicaid Innovation
UnitedHealthcare of Colorado
Value Based Contracts 2016

Percentage of Medical Spend

- Commercial VBC 38%
- Medicare VBC 15%
- Non-VBC Spend 47%
Questions?