

Primary Care First: HealthTeamWorks' Revenue Calculator and Practice Support

November 26, 2019, 12:00 – 1:00 p.m. MT

David Ehrenberger, MD CMO
Bert Miuccio, CEO

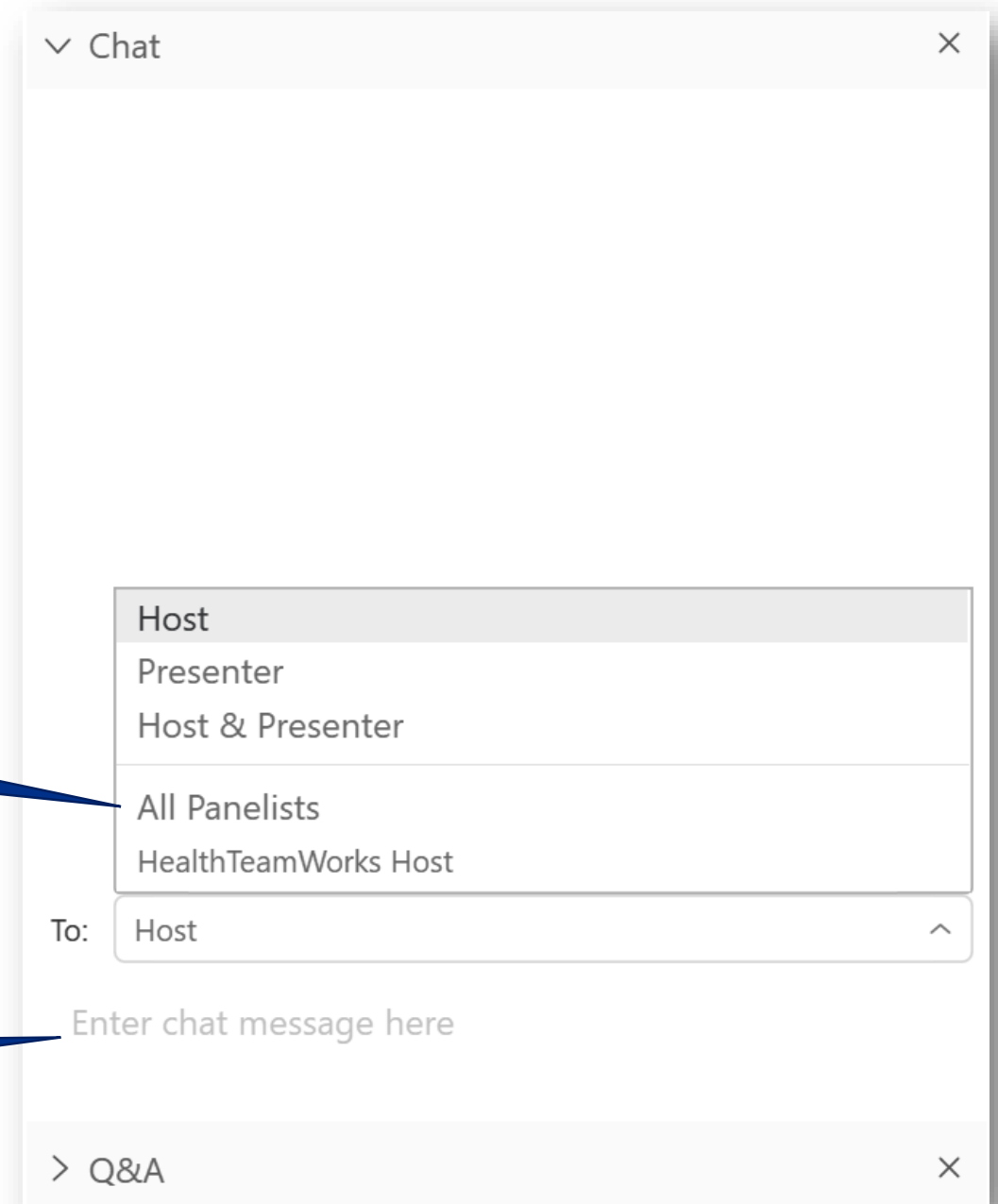


Using WebEx Chat

Open Chat pane

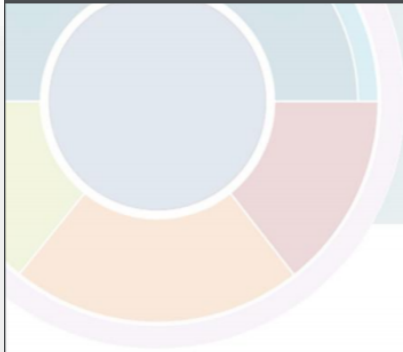
Click on "All Panelists"

Type message &
"Enter"



AGENDA

Time	Topic	Facilitator
1:00 – 1:05	Welcome & Introductions	Kristen Stine, MSOD
1:05 – 1:35	Primary Care First Revenue Calculator & Business Modeling	David Ehrenberger, MD
1:35 – 1:45	<i>HealthTeamWorks</i> PCF Practice Support	Bert Miuccio, CEO
1:45 – 2:00	Q&A and Discussion	All



Use the Following Resources to Learn More About Primary Care First

For more information about Primary Care First and to stay up to date on upcoming model events:

Visit

<https://innovation.cms.gov/initiatives/primary-care-first-model-options/>

Call

1-833-226-7278

Follow

@CMSinnovates

Email

PrimaryCareApply@telligen.com

Subscribe

[Join the Primary Care First Listserv](#)

Apply

[Read the Request for Applications \(RFA\) here](#)

[Access the model application here](#)

Source: "Primary Care First: Foster Independence. Reward Outcomes. Model Briefing", Center for Medicare & Medicaid Innovation

Comprehensive Primary Care Function	PCF Intervention
Access and Continuity	<ul style="list-style-type: none"> ▪ Provide 24/7 access to a care team practitioner with real-time access to the EHR
Care Management	<ul style="list-style-type: none"> ▪ Provide risk-stratified care management
Comprehensiveness and Coordination	<ul style="list-style-type: none"> ▪ Integrate behavioral health care ▪ Assess and support patients' psychosocial needs
Patient and Caregiver Engagement	<ul style="list-style-type: none"> ▪ Implement a regular process for patients and caregivers to advise practice improvement
Planned Care and Population Health	<ul style="list-style-type: none"> ▪ Set goals and continuously improve upon key outcome measures

CMS Primary Cares Initiatives  Center for Medicare & Medicaid Innovation

Source: "Primary Care First: Foster Independence. Reward Outcomes. Model Briefing", Center for Medicare & Medicaid Innovation

Total Primary Care Payment Promotes Flexibility in Care Delivery

The Total Primary Care Payment is a hybrid payment that incentivizes advanced primary care while **compensating practices with higher-risk patients**.

Population-Based Payment

Payment for service in or outside the office, adjusted for practices caring for higher risk populations. This base rate is the same for all patients within a practice.

Practice Risk Group	Payment (per beneficiary per month*)
Group 1: Average Hierarchical Condition Category (HCC) <1.2	\$28
Group 2: Average HCC 1.2-1.5	\$45
Group 3: Average HCC 1.5-2.0	\$100
Group 4: Average HCC >2.0	\$175

Payment will be reduced through calculating a "leakage adjustment" if beneficiaries seek primary care services outside the practice.



Flat Primary Care Visit Fee

Payment for in-person treatment that reduces billing and revenue cycle burden.

\$40.82

per face-to-face encounter

Payment amount does not include copayment or geographic adjustment

These payments allow practices to:

- ✓ Easily predict payments for face-to-face care
- ✓ Spend less time on billing and coding and more time with patients

* PBPM = Per Beneficiary Per Month



The Model's Quality Strategy for Practice Risk Groups 1-2 Includes a Focused Set of Clinically Meaningful Measures

The following measures for **Practice Risk Groups 1-2** will inform performance-based adjustments and assessment of quality of care delivered.

Measure Type	Measure Title	Model Years
Utilization Measure for Performance-Based Adjustment Calculation (Calculated Quarterly)	Acute Hospital Utilization (AHU) (HEDIS measure)	Years 1-5
Quality Gateway (Calculated Annually)	Patient Experience of Care Survey (CAHPS® with supplemental items)	Year 2-5
	Diabetes: Hemoglobin A1c (HbA1c) Poor Control (>9%) (eCQM)	
	Controlling High Blood Pressure (eCQM)	
	Advance Care Plan (MIPS CQM measure)	
	Colorectal Cancer Screening (eCQM)	

CMS Primary Cares Initiatives



Center for Medicare & Medicaid Innovation

Source: "Primary Care First: Foster Independence. Reward Outcomes. Model Briefing", Center for Medicare & Medicaid Innovation

Primary Care First Model Payments Include Two Major Components

Total Primary Care First Model payments

Total primary care payment



Performance-based adjustment

Professional
Population-Based
Payment



Flat Primary Care
Visit Fee

Opportunity for practices to **increase revenue by up to 50%** of their Total Primary Care Payment based on key performance measures, including acute hospital utilization (AHU).

1 Regional adjustment

2 Continuous improvement adjustment

CMS Primary Cares Initiatives



Center for Medicare & Medicaid Innovation

Source: "Primary Care First: Foster Independence. Reward Outcomes. Model Briefing", Center for Medicare & Medicaid Innovation

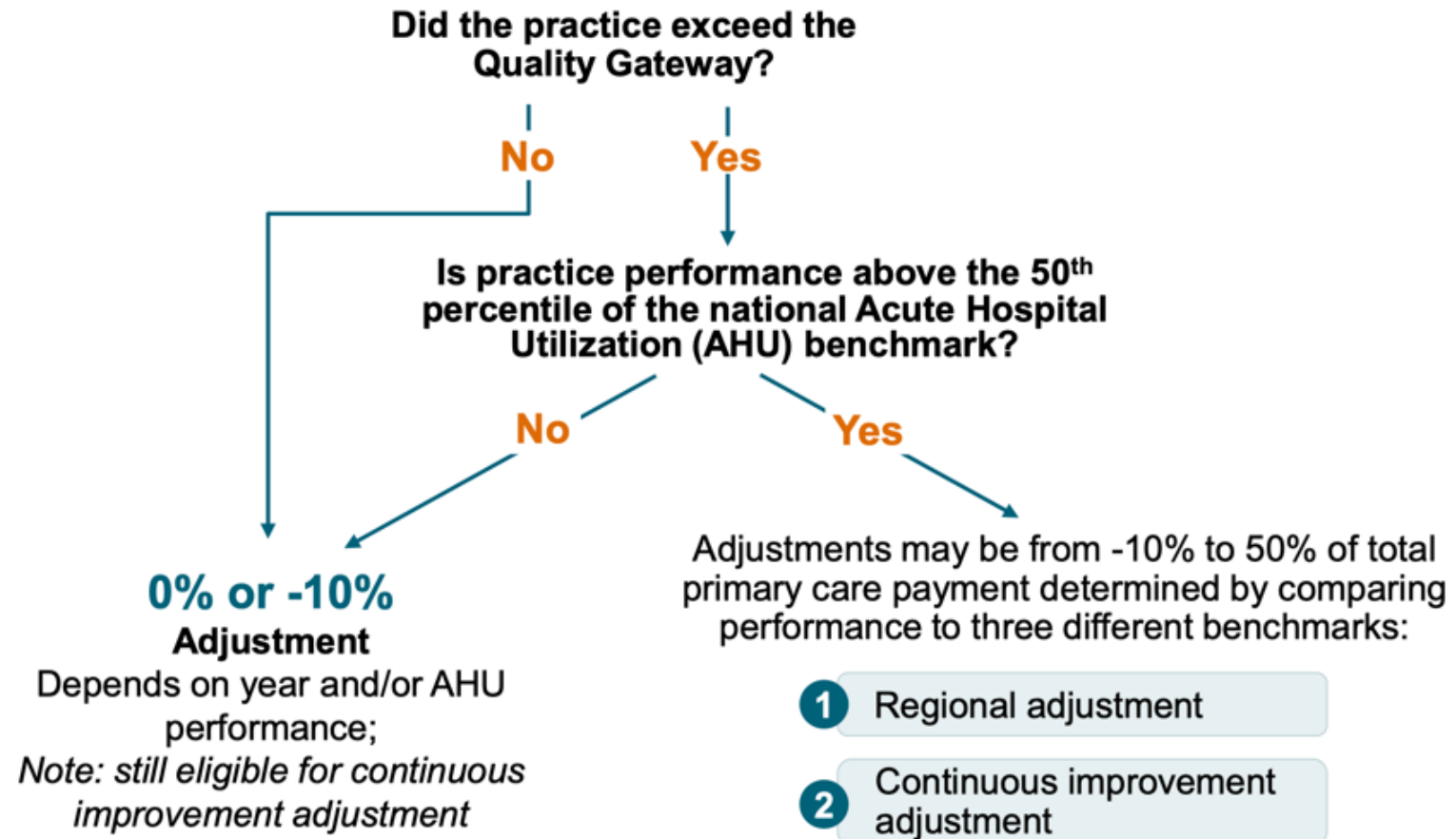
©1996-2019

www.healthteamworks.org

HealthTeamWorks®

Performance-Based Payment Adjustments Are Determined Based on a Multi-Step Process

In **Year 1**, adjustments are determined based on **acute hospital utilization (AHU)** alone.
In **Years 2-5**, adjustments are based on performance as described below.



Primary Care First Revenue Calculator

[https://www.healthteamworks.org/
content/primary-care-first-revenue-
calculator](https://www.healthteamworks.org/content/primary-care-first-revenue-calculator)

Simple tool for prospective PCF practices

- Evaluate the business case for PCF participation
- Understand PCF payment model
- Compare to Medicare FFS

Variables & impact on performance / revenue

- Dial-in important variables
 - Practice-specific
 - PCF program-specific

Prioritize advanced primary care practice functions

- Drivers of PCF Performance

Assessment & Recommendations

Online Coaching & Group Learning Sessions

Solutions Center Tools & Virtual Collaboration

Data Monitoring & Rapid Response

Collaborative Learning Meeting in Denver, CO

Primary Care First Practice Support

- HealthTeamWorks Assessment to inform Prioritized Recommendations
- Guidance to leverage CMS Data for Performance & Payment Optimization
- Small-group online coaching meetings focused on your priorities
- Monthly group virtual Learning Sessions on topics essential to all PCF participants
- Access to HealthTeamWorks' Solutions Center tools, peer forums, and collaboration networks
- In-person collaborative learning meeting in Denver, CO
- Individualized level of support via picklist of additional service options

Drivers by priority

- 1) More Medicare patients the better
 - Build your Medicare panel*
- 2) Ability to pass both the Quality and the AHU Gateways & perform well regionally on both Quality and AHU measures
 - Year 1: Must excel in AHU reduction
 - Risk assessment and care management*
 - Collaborative care partnerships with hospitals/EDs*
 - Years 2 & 3: Must excel in Quality measures
 - Master access, registry management, patient engagement*
 - Assess and manage social determinants*
- 3) Continuous Improvement
 - Master advanced teamwork*
 - Master collaborative performance improvement*
 - Leverage CMS and practice data in the work of improvement*



Excelling in PCF Performance

Two flexible pricing options for one year of Core PCF Practice Support:

1. Flat participation fee \$7,000 per practice for one year,

OR

2. HealthTeamWorks goes at risk with you
 - I. Lower upfront of \$5,000 per practice for one year
 - II. Additional \$5,000 payable at the end of the year if we together meet specific thresholds



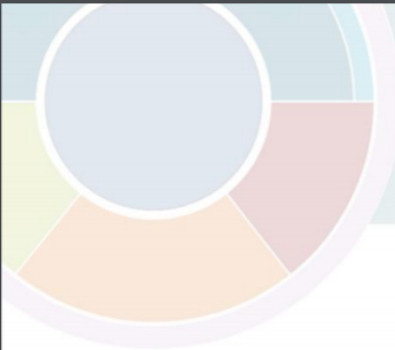
<https://www.healthteamworks.org/content/primary-care-first-practice-support>



Questions & Answers

©1996-2019
www.healthteamworks.org

HealthTeamWorks®



Use the Following Resources to Learn More About Primary Care First

For more information about Primary Care First and to stay up to date on upcoming model events:

Visit

<https://innovation.cms.gov/initiatives/primary-care-first-model-options/>

Call

1-833-226-7278

Follow

@CMSinnovates

Email

PrimaryCareApply@telligen.com

Subscribe

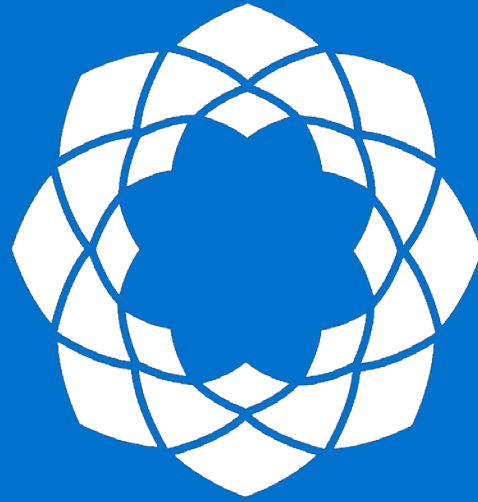
[Join the Primary Care First Listserv](#)

Apply

[Read the Request for Applications \(RFA\) here](#)

[Access the model application here](#)

Source: "Primary Care First: Foster Independence. Reward Outcomes. Model Briefing", Center for Medicare & Medicaid Innovation



Thank You

Solutions@healthteamworks.org