
Primary Care Payer Action Collaborative (PAC) Designing and Implementing an Alternative-to-FFS Payment in CPC+ Track 2

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Lab 2: Implementation

September 28, 2017

1:00-2:30 PM ET



If you require technical assistance, please contact
Kristian Motta at kmotta@rippleeffect.com.

Welcome and Introductions

Welcome



Edith Coakley Stowe
Senior Manager
Manatt Health (DC)



Susan Stuard
Independent Consultant (NY)

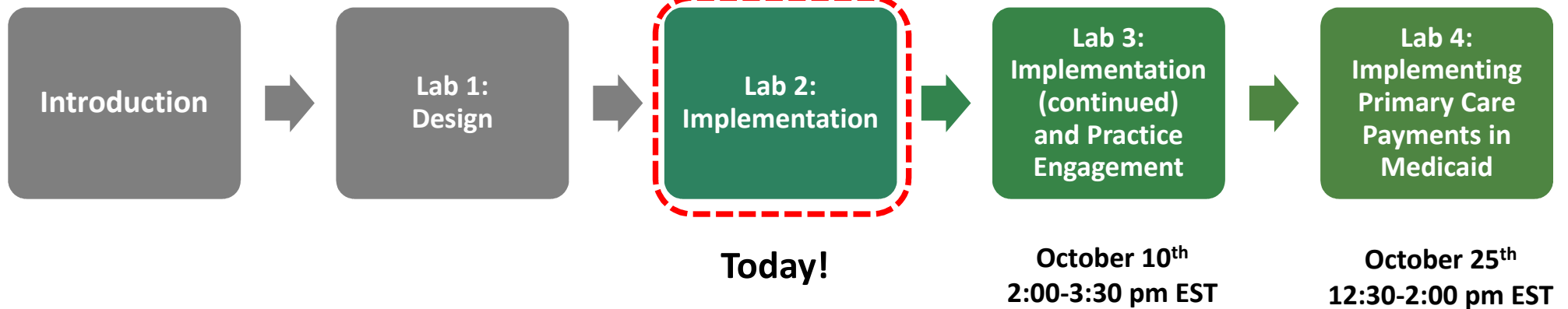


Dori Glanz Reyneri
Senior Manager
Manatt Health (DC)



Reni Ellis
Consultant
Manatt Health (NY)

Curriculum, Topics and Calendar



Today's Agenda

	Timeframe (ET)	Topic	Facilitators/Presenters
1	1:05-1:10	Today's objective; alternative-to-FFS work flow recap	<i>Susan Stuard</i>
2	1:10-1:15	Interactive polling	<i>Susan Stuard</i>
3	1:15-2:10	Implementation Steps: <ul style="list-style-type: none">• Examples• Q and A	Christiane LaBonte, CMS Vince Speenburgh, CDPHP Melinda Walter and Brian Keane, Independent Health
4	2:10-2:20	Interactive polling	<i>Susan Stuard</i>
5	2:20-2:30	Wrap Up	<i>Susan Stuard</i>

Today's Objective

Objective for Lab 2

- Define each of the key implementation steps involved in developing any alternative-to-FFS payment for primary care practices, and highlight options around risk adjustment
- Identify problems and peer solutions at each step

Antitrust Statement

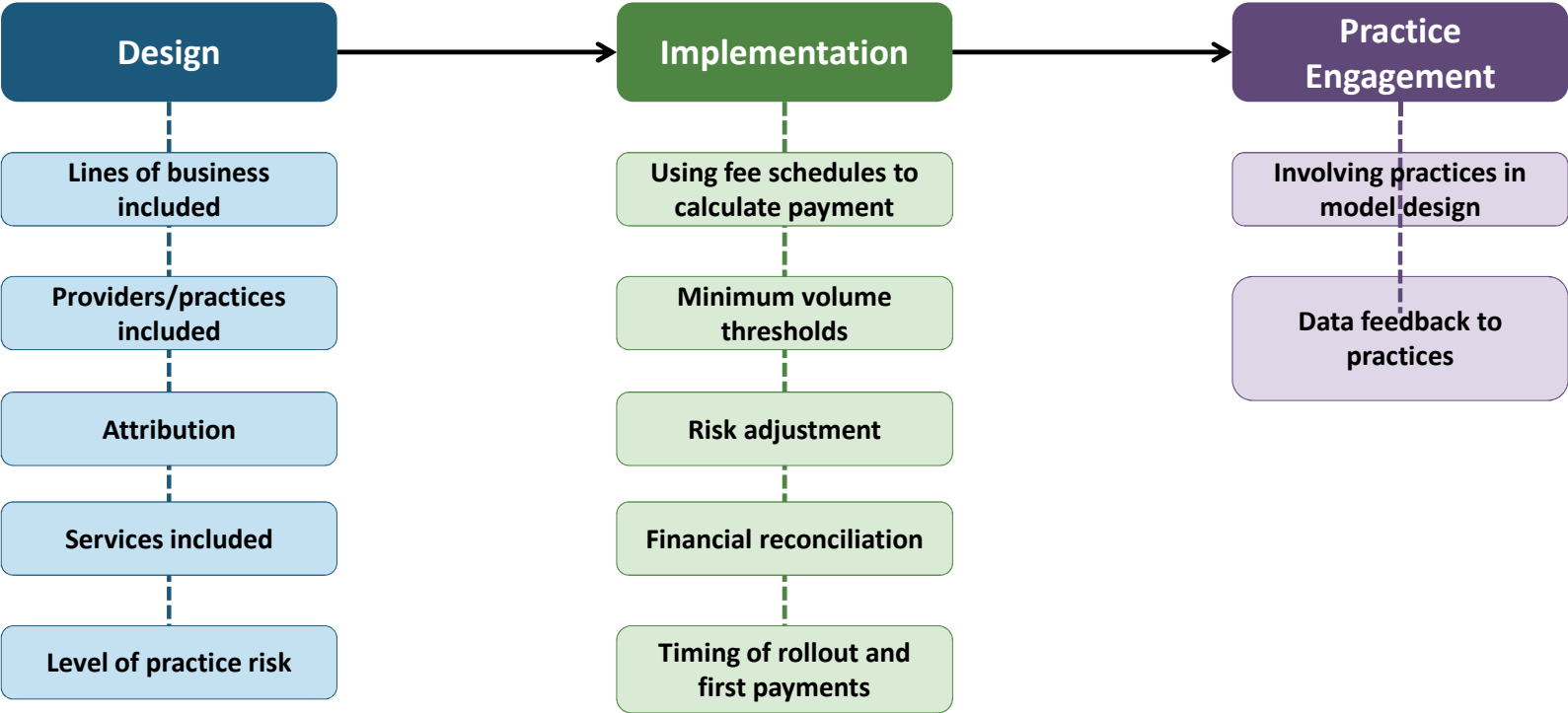
PAC Participants agree that all activities are in compliance with federal and state antitrust laws. In the course of discussion, **no financial information from payer participants will be shared with other payers or the general public.**

During meetings and other activities, including all formal and informal discussions, each payer participant will refrain from discussing or exchanging information regarding any competitively sensitive topics. Such information includes, but is not limited to:

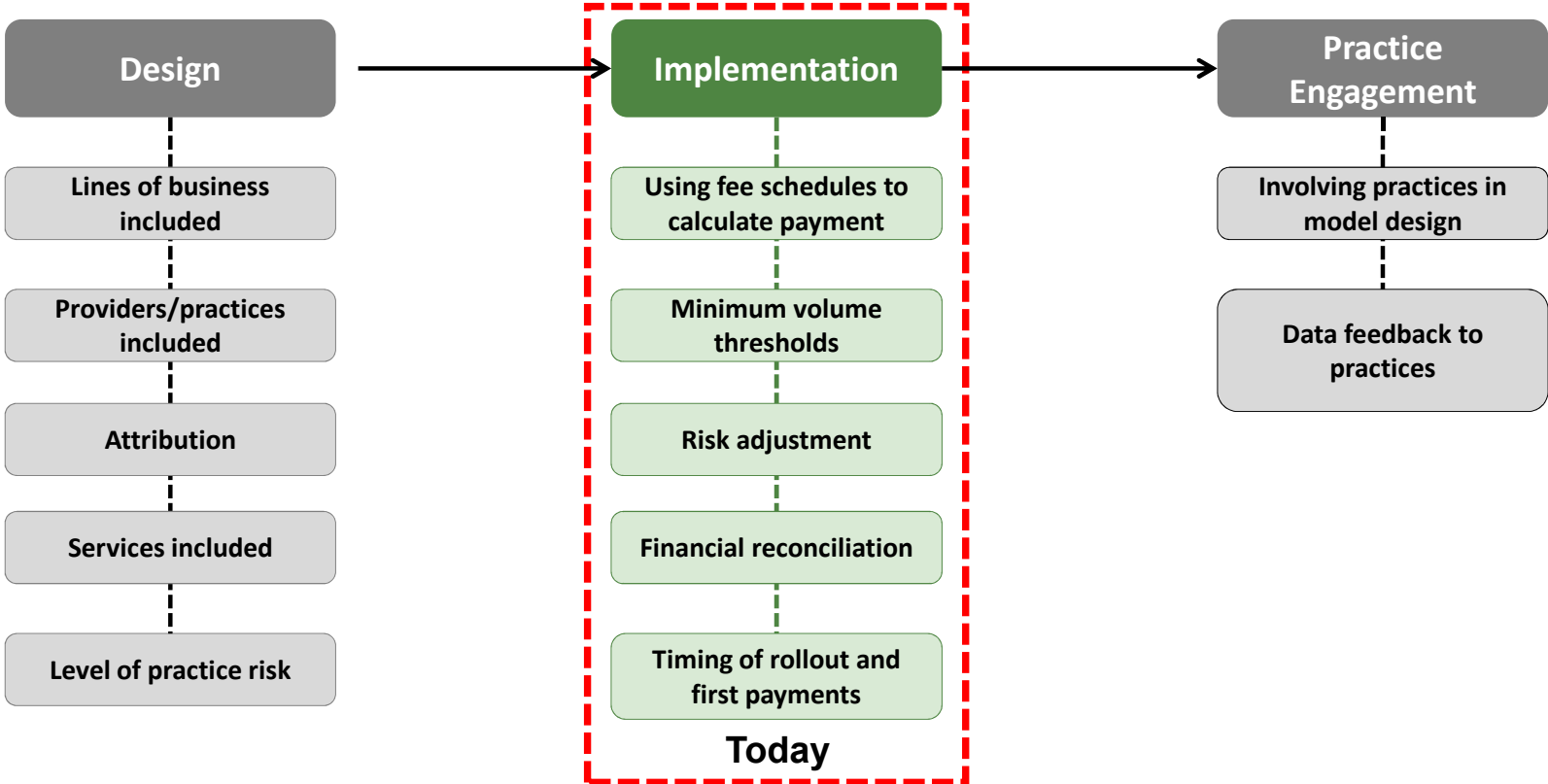
- PMPM
- Shared savings or incentive payments
- Information about market share, profits, margins, costs, reimbursement levels or methodologies for reimbursing providers, or terms of coverage

Alternative-to-FFS Work Flow

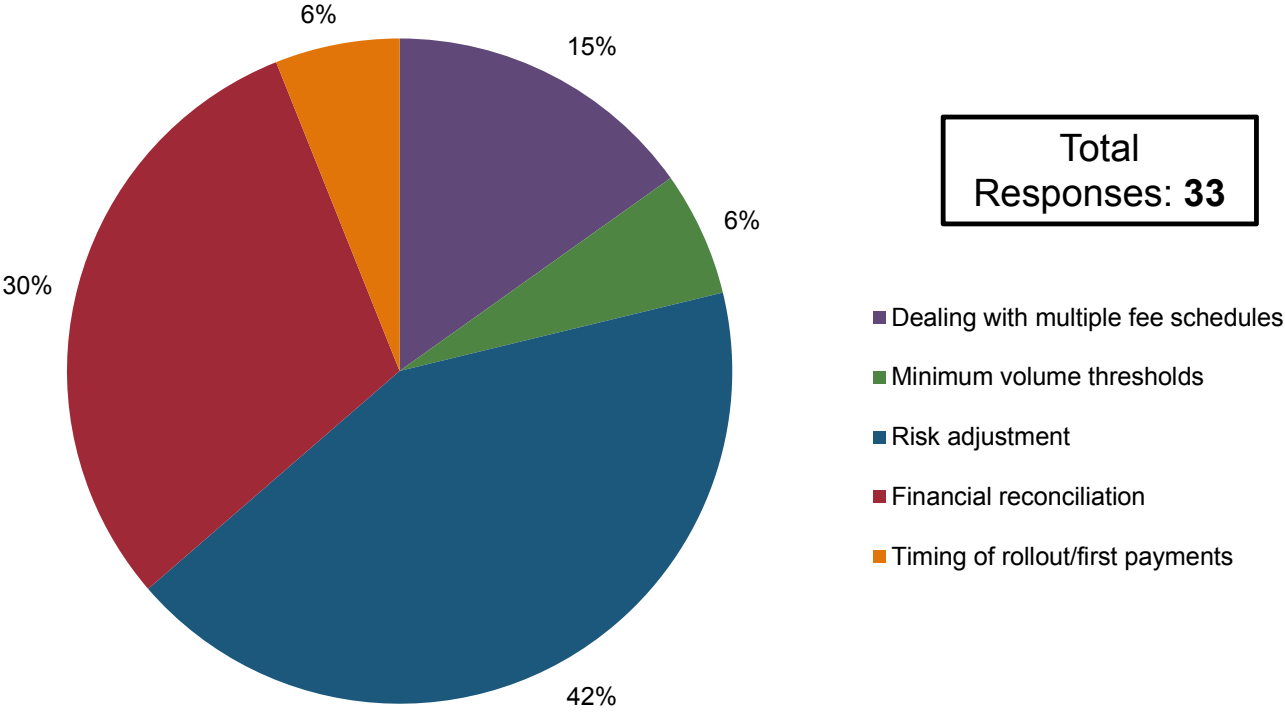
Track 2 Alternative to FFS Payment: Work Flow



Track 2 Alternative to FFS Payment: Work Flow



From September 14 session: *Which of the following would you most like us to emphasize next time?*



Interactive Polling

Polling Question #1a:

Which CPC+ Region are you from?

- a) *Arkansas*
- b) *Buffalo (Round 2)*
- c) *Colorado*
- d) *Hawaii*
- e) *Kansas City*
- f) *Louisiana (Round 2)*
- g) *Michigan*
- h) *Montana*
- i) *Nebraska (Round 2)*
- j) *New Jersey*

If your region isn't listed or your organization is participating in multiple regions, please respond to the next question



Polling Question #1b:

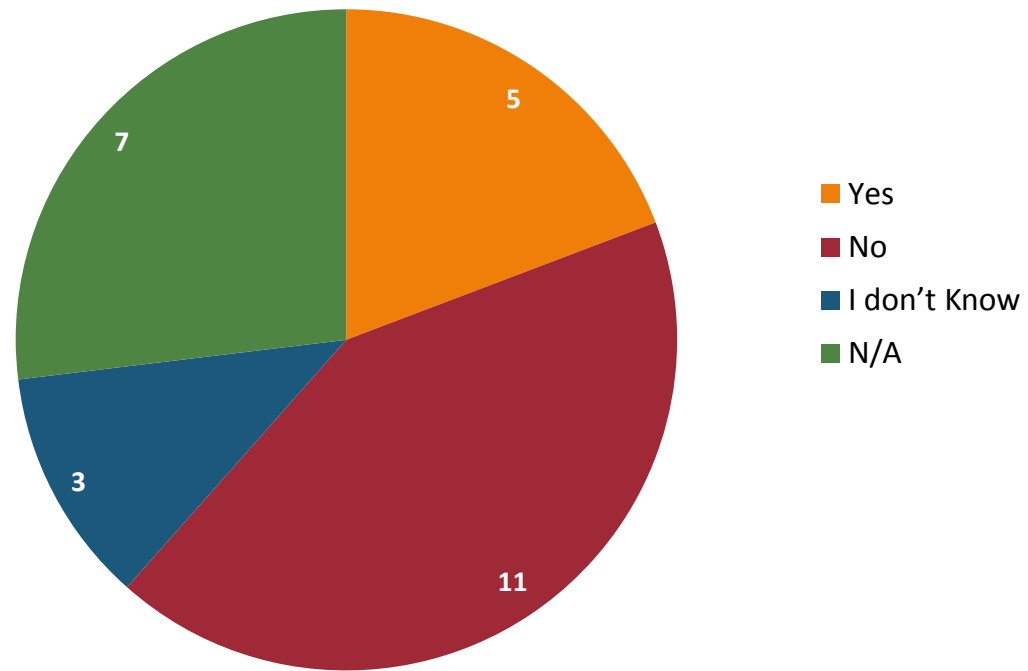
Which CPC+ Region are you from?

- a) *North Dakota (Round 2)*
- b) *Hudson/N Capital NY*
- c) *Ohio/N Kentucky*
- d) *Oklahoma*
- e) *Oregon*
- f) *Philadelphia*
- g) *Rhode Island*
- h) *Tennessee*
- i) *Payer in multiple regions*



From PAC Survey, July 2017

If your organization plans to implement T2 FFS alternative by moving a portion of anticipated FFS revenue to prospective payment, have you established the percentage to be paid up front?



Polling Question #2:

If implementing a T2 alternative-to-FFS payment by moving some anticipated FFS revenue to prospective payment, have you established the percentage to be paid up front?

- a. Yes
- b. No
- c. Don't know
- d. N/A or other

Please feel free to use the chat



Panel Introductions

Today's Panel



Christiane LaBonte
CPC+ Team
Center for Medicare and
Medicaid Innovation
CMS



Melinda Walter, MHA, CPC
Manager, Provider Network
Analytics
Independent Health,
Buffalo NY



Vince Speenburgh
Manager, Practice
Transformation
Capital District Physicians'
Health Plan, Albany NY



Brian Keane
Actuarial Analysis Manager
Independent Health,
Buffalo NY

Implementation Steps

Using Fee Schedule(s) to calculate payment: *Payer Perspectives*



- How does your health plan align its Track 2 payment to multiple fee schedules? Does this vary by lines of business?
- Do you have practice-specific fee schedules (e.g., large multi-specialty, rural providers) and how do you manage the crosswalk with these fee-schedules?
- Is the alignment with multiple fee schedules a manual process or handled by your claims processing system?
- What claims processing system configurations has your organization made to automate processing?
- How does CMS handle calculation of Track 2 payments for practices also participating in Medicare ACOs?

Polling Question #3:

If your organization plans to move some FFS payment to prospective payment, will you need to implement across multiple fee schedules?

- a. Yes
- b. No
- c. Don't know
- d. N/A

Please tell us details via the chat



Polling Question #4:

If your organization plans to move some FFS payment to prospective payment, is your claims processing system ready?

- a. Yes
- b. No
- c. Don't know
- d. N/A

Please tell us details via the chat



Polling Question #5:

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What claims processing system(s) do you use? Please provide the product name and vendor name.

Please tell us details via the chat



Questions or Comments?

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Using fee schedules to
calculate payment

Minimum volume
thresholds

Risk adjustment

Financial reconciliation

Timing of rollout and
first payments



Minimum Volume Thresholds: *Payer Perspectives*



- Does your health plan have a member attribution threshold for Track 2 payments? Is this inclusive of lines of business or vary by each LOB?
- How does your health plan work with and/or modify Track 2 payments for practices that have small member counts?
- What is Medicare’s minimum volume threshold for CPC+ practices? Does this vary between Tracks 1 and 2?

Questions or Comments?

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Using fee schedules to
calculate payment

Minimum volume
thresholds

Risk adjustment

Financial reconciliation

Timing of rollout and
first payments



Risk Adjustment: *Payer Perspectives*

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- How is CMS risk adjusting the CPCP for Medicare?
- Does your health plan risk adjust any portion of the Track 2 payment?
- What vendor or product does your plan use for risk adjustment?
- How often do you report risk adjustment information to practices?
- What are the pitfalls or implementation considerations for risk adjustment of Track 2 payments (i.e., pediatrics, other)?

Polling Question #6:

If your organization plans to move a portion of anticipated FFS payment to prospective payment, do you plan to risk adjust the prospective payment?

- a. *Yes –same method as Track 1*
- b. *Yes – different method from Track 1*
- c. *No*
- d. *Don't know*
- e. *N/A*

Please tell us details via the chat



Questions or Comments?

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Financial Reconciliation: *Payer Perspectives*



- At what frequency does your health plan reconcile and/or check the adequacy of Track 2 payments (annually, semi-annually, quarterly, other)?
- Please provide high-level explanation of how your health plan undertakes reconciliation. What reports are needed? What red flags are you looking for?
- How do practices know whether they are likely to see an adjustment? How do you work with practices if an adjustment is necessary or there are concerns about inadequate payment?
- Are there special considerations for member cost sharing if applicable?

Questions or Comments?

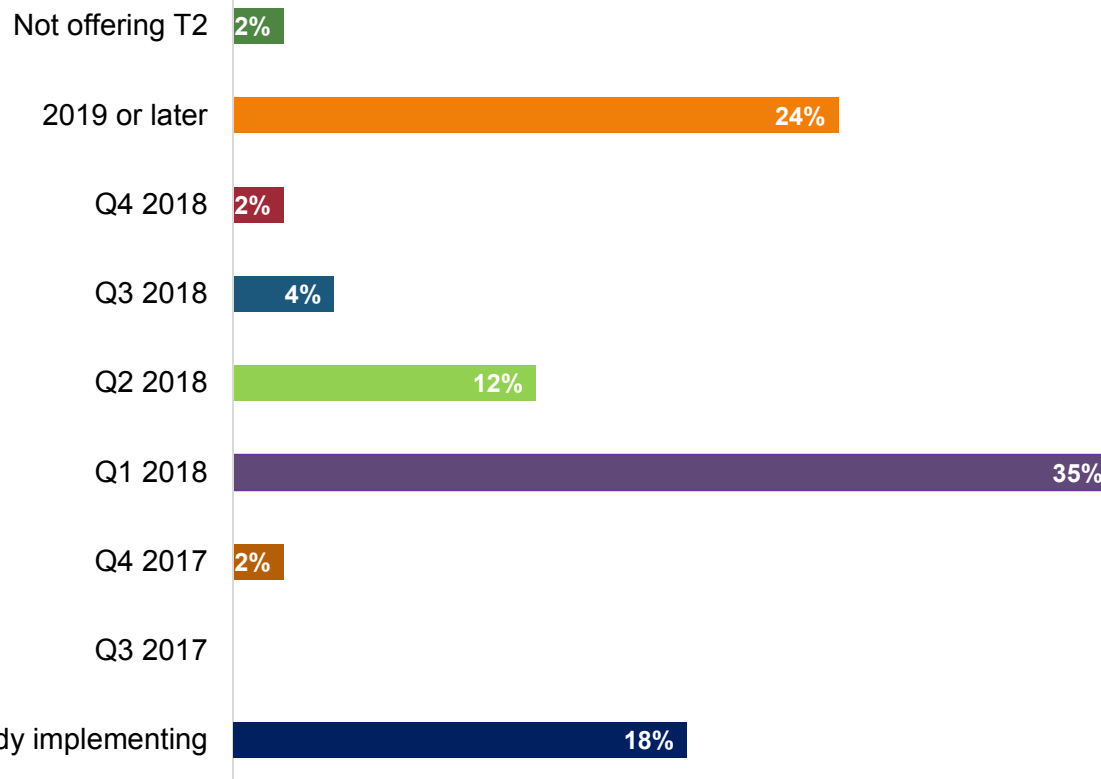


If you have any questions you would like to take offline, please follow up with **Lauren Icard** at lauren.icard@us.gt.com

Polling Results from August 29th

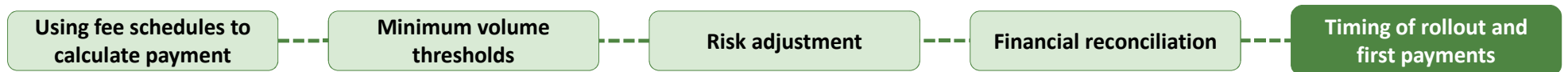


When do you expect to implement your T2 alternative-to-FFS model?



Timing of Rollout and First Payments: *Payer Perspectives*

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- How long did it take, or is it taking, for your plan to roll out the Track 2 payment? What has taken longer than expected? Did you pilot test with a small group or do a larger roll-out?
- What recommendations would you give to other payers regarding testing and pilot of the Track 2 payment?

Polling Question #7:

If your organization plans to move some FFS payment to prospective payment during 2018, will the rollout be widespread or on a smaller/pilot basis?

- a. *Widespread : CPC+ Track 2 AND other practices*
- b. *Widespread: All CPC+ Track 2 practices*
- c. *Smaller/pilot group of practices*
- d. *Don't know*
- e. *N/A*

Please tell us details via the chat



Polling Question #8:

Please tell us the current or planned length of time prior to financial reconciliation of the alternative-to-FFS payment

- a. *Quarterly or more frequent*
- b. *Semi-annually*
- c. *Annually*
- d. *Don't know*
- e. *N/A*
- f. *Other*

Please tell us details via the chat



Questions or Comments?

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Using fee schedules to
calculate payment

Minimum volume
thresholds

Risk adjustment

Financial reconciliation

Timing of rollout and
first payments



Interactive Polling

Polling Question #9:

Please rate your overall satisfaction with this event.

- a. *Very satisfied*
- b. *Somewhat satisfied*
- c. *Somewhat dissatisfied*
- d. *Very dissatisfied*

*Please type additional thoughts in the chat,
especially any suggestions for improvement*



Polling Question #10:

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Today's Lab enhanced my knowledge of the subject area.

- a. *Strongly Agree*
- b. *Agree*
- c. *Disagree*
- d. *Strongly Disagree*

*Please type additional thoughts in the chat,
especially any suggestions for improvement*



Polling Question #11:

In which aspects of alternatives to FFS was your knowledge enhanced? (Please select all that apply)

- a. *Using fee schedules to calculate payment*
- b. *Minimum volume thresholds*
- c. *Risk adjustment*
- d. *Financial reconciliation*
- e. *Timing of rollout and first payments*

Please type any additional thoughts in the chat.



Polling Question #12:

I will take action or work with others in my organization to take action based on today's lab.

- a. *Strongly Agree*
- b. *Agree*
- c. *Disagree*
- d. *Strongly Disagree*

*Please use the chat to tell us what you will act on,
or why the information was not actionable*



Polling Question #13:

The PAC is helping my organization make progress towards its goals in CPC+.

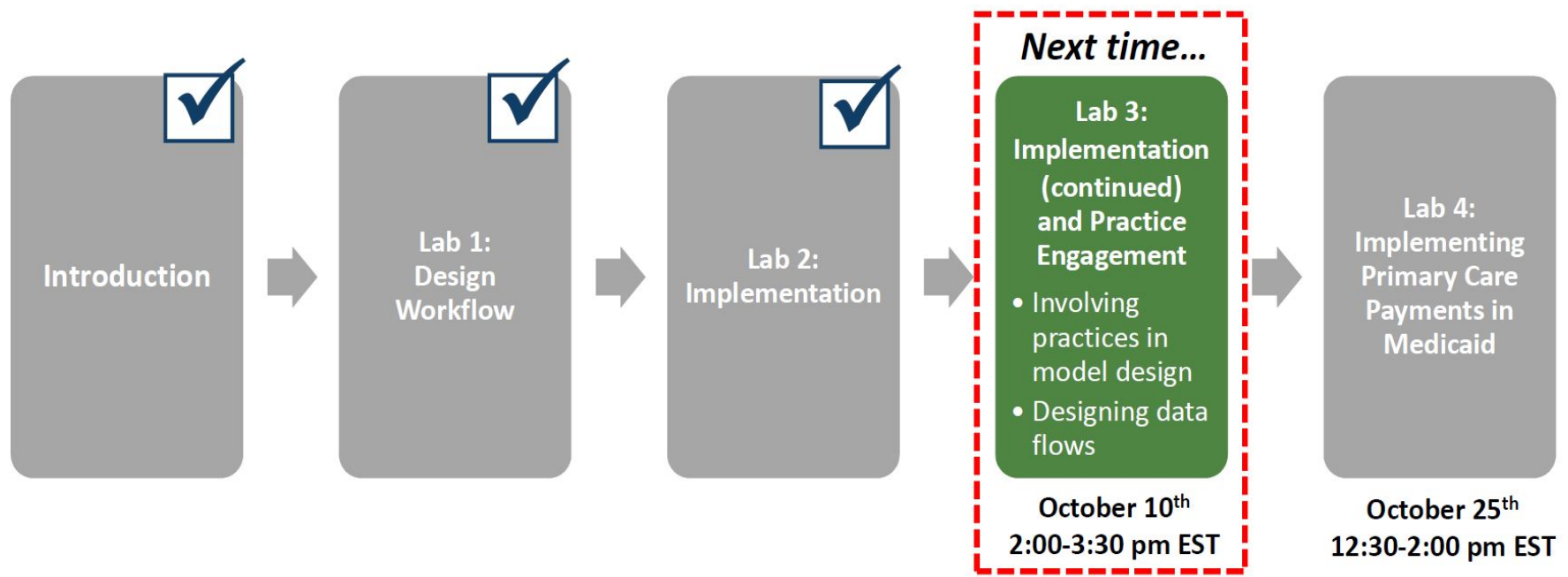
- a. *Strongly Agree*
- b. *Agree*
- c. *Disagree*
- d. *Strongly Disagree*

*Please type any additional thoughts in the chat,
especially any suggestions for improvement.*



Wrap-up

Next time



Polling Question #14:

In which of the following areas would additional discussion be helpful? (Please select all that apply)

- a. *Using fee schedules to calculate payment*
- b. *Minimum volume thresholds*
- c. *Risk adjustment*
- d. *Financial reconciliation*
- e. *Timing of rollout and first payments*
- f. *All of the above*
- g. *None of the above*

Please type any additional thoughts in the chat.



Polling Question #15:

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At our next Lab we will discuss physician and practice engagement around alternative-to-fee-for-service payments. What issues would you like to discuss with payer panelists?

Please type suggestions into the chat.



Thank you!