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

1

Lab 3: Implementation (continued): *Practice Engagement*

HCP LAN
Health Care Payment Learning & Action Network

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

October 10, 2017
2:00-3:30 PM ET

Welcome and Introductions

HCP LAN
Health Care Payment Learning & Action Network

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)

HCP LAN
Health Care Payment Learning & Action Network

Curriculum, Topics and Calendar

| Introduction | → | Lab 1: Design | → | Lab 2: Implementation | → | Lab 3: Implementation (continued) | → | Lab 4: Implementing Primary Care Payments in Medicaid |

Today!

October 25th 12:30-2:00 pm EST

HCP LAN
Health Care Payment Learning & Action Network
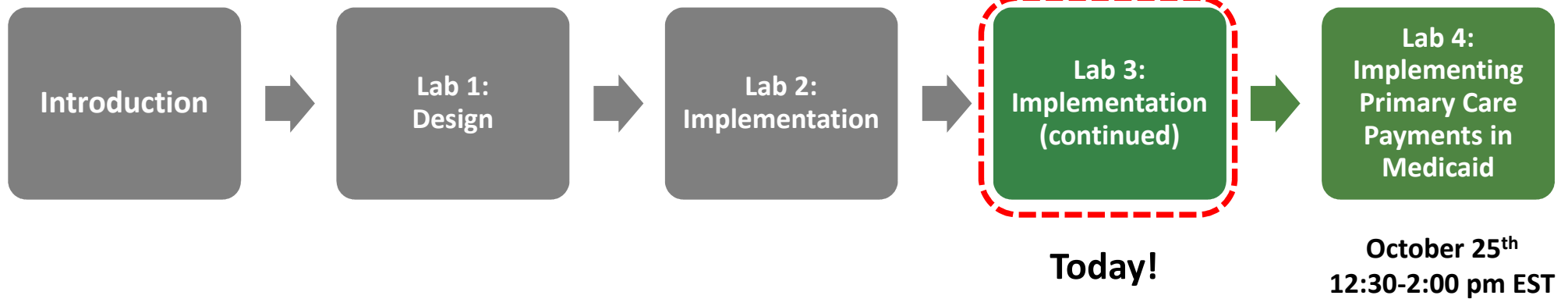
Today's Agenda

	Timeframe (ET)	Topic	Facilitators/Presenters
1	**2:00-2:05**	Today's objective; Alternative to fee-for-service workflow recap	*Edith Stowe*
2	**2:05-2:15**	Interactive polling	*Edith Stowe*
3	**2:15 – 3:10**	**Practice Engagement (including timing)** · Examples · Q&A **Designing data flows** · Examples · Q&A	**Christiane LaBonte,** *CMS* **Dr Tom Foels,** *Independent Health* **Patrick Gordon,** *Rocky Mountain Health Plans*
4	**3:10 – 3:20**	Interactive polling	*Edith Stowe*
5	**3:20 – 3:30**	Wrap Up	*Edith Stowe*

HCP LAN
Health Care Payment Learning & Action Network

Today's Objective

HCP LAN
Health Care Payment Learning & Action Network

Objective for Lab 3

- Highlight **best practices for practice engagement** in developing and rolling out an alternative-to-FFS payment for primary care practices, including **timing**

- Consider **data flows** between payer and practice

- Identify problems and peer solutions at each step

HCP▲LAN
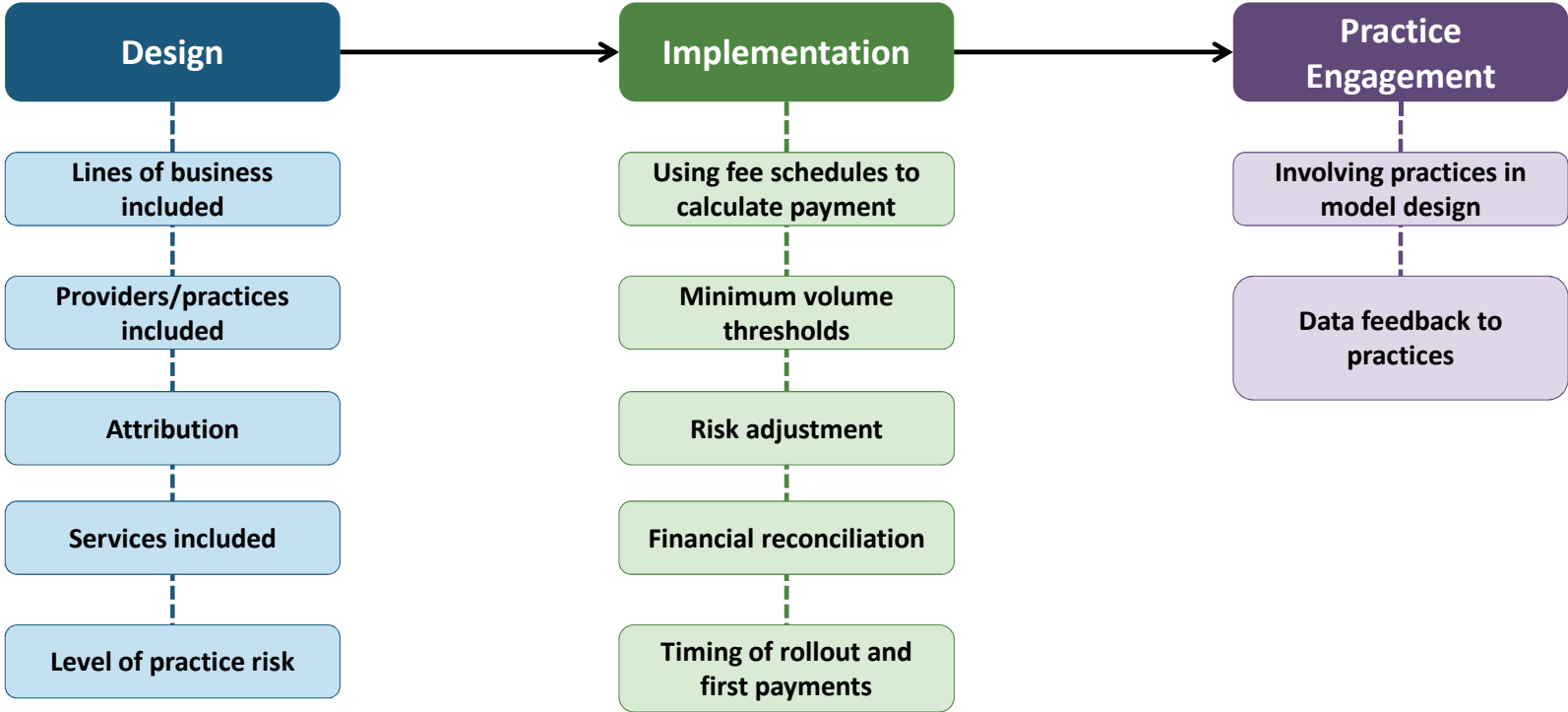Health Care Payment Learning & Action Network

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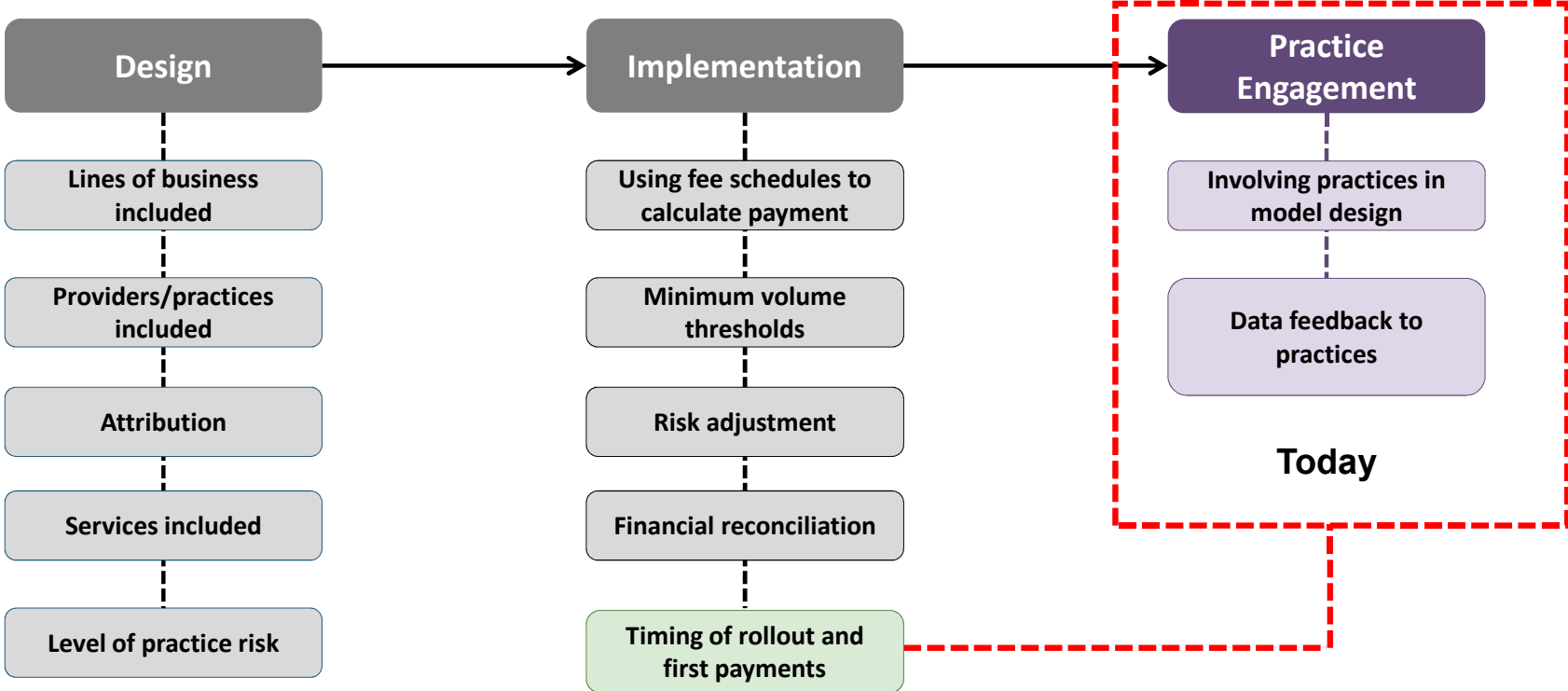
- PMPM
- Shared savings or incentive payments
- Information about market share, profits, margins, costs, reimbursement levels or methodologies for reimbursing providers, or terms of coverage

Alternative-to-FFS Work Flow

Track 2 Alternative to FFS Payment: Work Flow

Design
Lines of business included
Providers/practices included
Attribution
Services included
Level of practice risk

Implementation
Using fee schedules to calculate payment
Minimum volume thresholds
Risk adjustment
Financial reconciliation
Timing of rollout and first payments

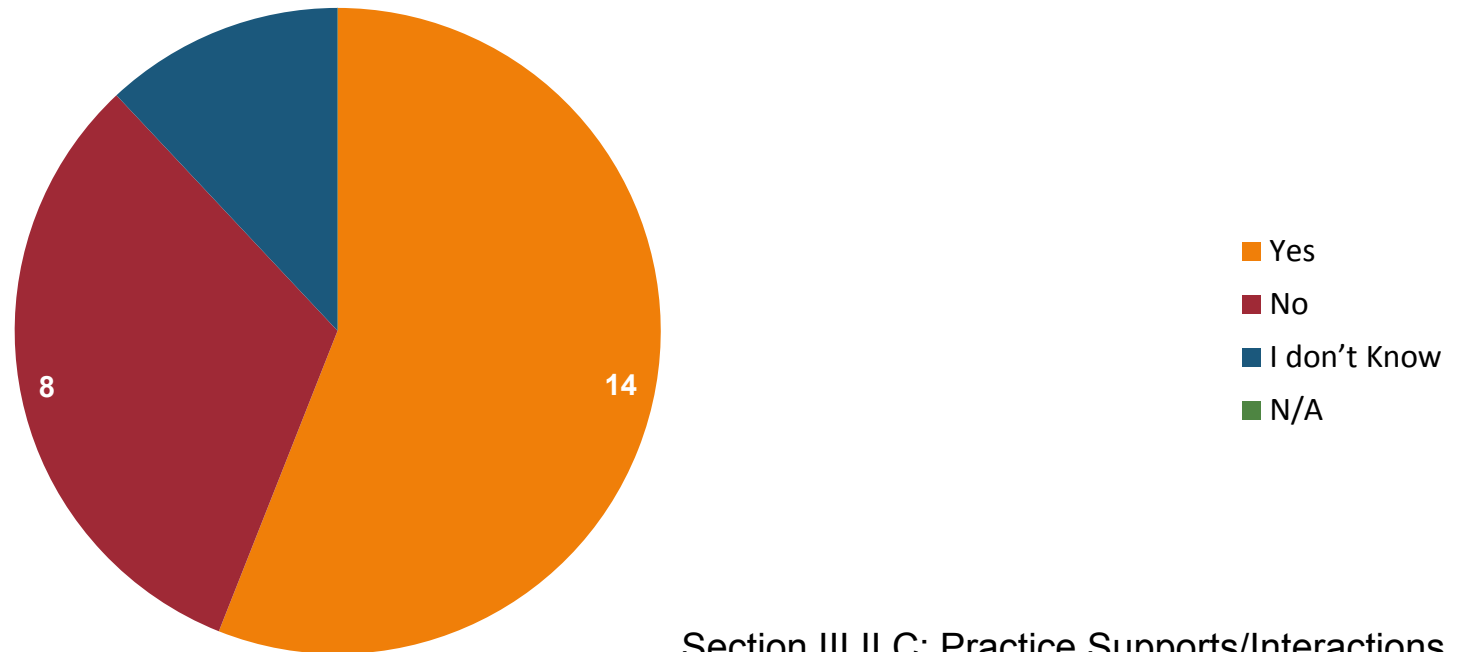| Practice Engagement |
|---|
| Involving practices in model design |
| Data feedback to practices |

HCP LAN

Track 2 Alternative to FFS Payment: Work Flow

Comparison: Previous Polling Results

The PAC polled CPC+ payers in July and August 2017 to understand status, readiness and progress related to Track 2.

Does your organization have a strategy to ensure practices' understanding of your alternative to FFS payment model for Track 2?

- Yes
- No
- I don't Know
- N/A

8

14

Section III.II.C: Practice Supports/Interactions

HCP LAN
Health Care Payment Learning & Action Network

From September 28 session: *What practice engagement issues would you like to discuss?*

How are practices able to deal with multiple payers' different alternative-to-FFS models?

How closely do you collaborate with other payers in the market to engage your providers/practices?

When practices appropriately use their prepayment algorithm, doesn't that undermine their PMPM over time?

How do plans deal with providers' new focus on how many attributed lives they have, since global payment is now based on attribution?

How do you help your physicians balance the demands of the prepaid practice versus their residual fee for service practice?

HCP LAN

Interactive Polling

Polling Question #1a:

Which CPC+ Region are you from?

a) Arkansas

b) Buffalo (2018 Start)

c) Colorado

d) Hawaii

e) Kansas City

f) Louisiana (2018 Start)

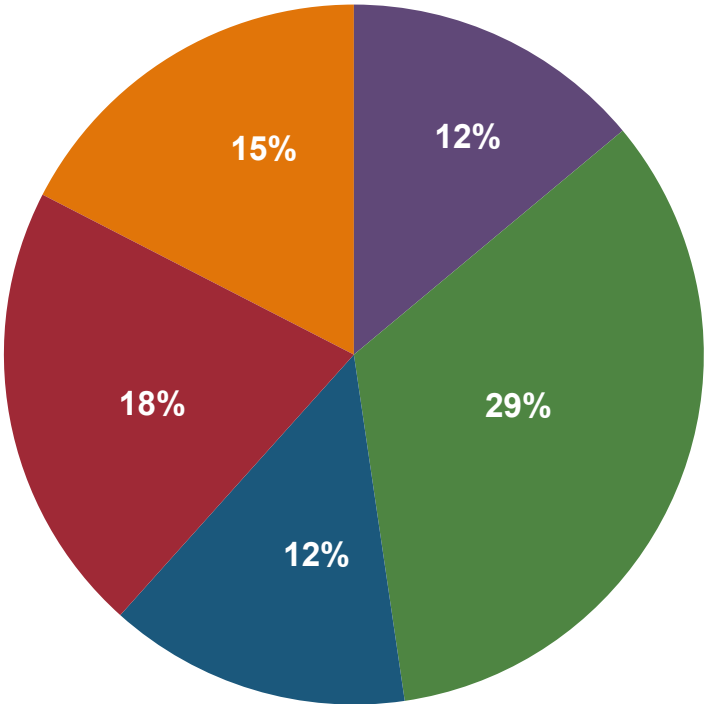g) Michigan

h) Montana

i) Nebraska (2018 Start)

j) New Jersey

Polling Question #1b:

Which CPC+ Region are you from?

a) North Dakota (2018 Start)

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 September 28: *If launching in 2018, what's the scope of your prospective payment launch?*

Total Responses: **34**

- Widespread:CPC+T2 & other practices
- Widespread: All CPC+ T2 practice
- Smaller/pilot group of practices
- Don't know
- N/A

12%
29%
12%
18%
15%

Polling Question #2:

Has your organization begun socializing your Alternative-to-FFS payment with practices?

    a. Yes

    b. No

    c. Don't know

    d. N/A or other

Please feel free to use the chat

HCP LAN
Health Care Payment Learning & Action Network

Panel Introductions

Today's Panel

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

Tom Foels, MD
CMO
Independent Health,
Buffalo NY

Patrick Gordon
Associate Vice President
Rocky Mountain Health Plans
Western Colorado

HCP LAN
Health Care Payment Learning & Action Network

Design Steps

Involving Practices in Model Design: *Payer Perspectives (1)*

Involving practices in model design - - - **Data feedback to practices**
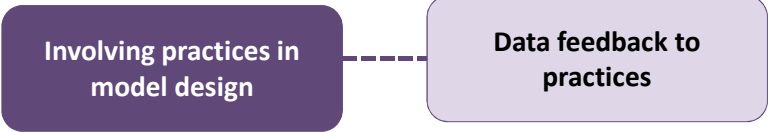
- **What does practice engagement around the new payment model look like? How were practices involved in the design?**

  - **Timing:** How long does it take to socialize the new payment model?

  - Was rollout to all practices, or just a subset?

 - How "baked" does the payment model need to be before taking it to practices?

HCP LAN
Health Care Payment Learning & Action Network

Source: Independent Health

Involving Practices in Model Design:
Payer Perspectives (2)

| Involving practices in model design | ----- | Data feedback to practices |
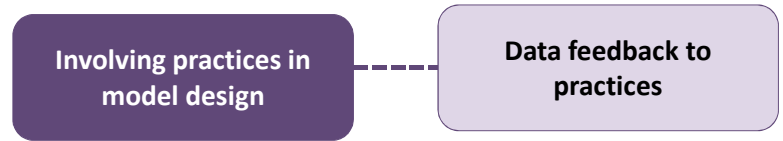
- **What are the frequently asked questions?**

    - What are <u>physicians</u> most concerned about?

    - What are <u>practice managers</u> most concerned about?

- **Is there anything you wish you had done differently?**

Involving Practices in Model Design: *Payer Perspectives (3)*

Involving practices in model design	Data feedback to practices
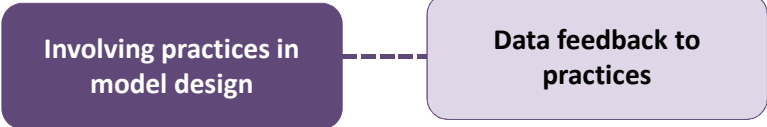
- **How is CMS' CPC+ learning system supporting practices in transitioning to non visit based forms of care?**

- **What are plans doing to help practices with the payment transition?**

  - What about practices whose business model must straddle FFS and FFS-alternative?

- **How can regional CPC+ payer or multi-stakeholder groups work together to support Track 2 practices?**

HCP▲LAN
Health Care Payment Learning & Action Network

Questions or Comments?

Involving practices in model design	Data feedback to practices

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

Data Feedback to Practices:
Payer Perspectives

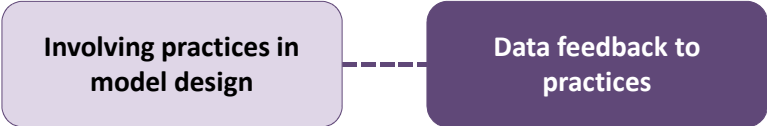| Involving practices in model design | - - - | Data feedback to practices |
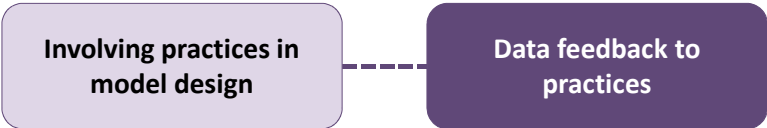
- **Information flow <u>from you to the practice</u>:**

  - What reports/data do you provide to practices? How often?

  - What information are practices looking for?

  - Have you adjusted the type or frequency of reporting to help practices manage within the new model?

  - What education do you perform around the attribution methodology?

  - What recommendations do you have for other health plans?

HCP✦LAN
Health Care Payment Learning & Action Network

Data Feedback to Practices:
Payer Perspectives

Involving practices in model design	Data feedback to practices

- **Information flow <u>from the practice to you</u>:**

    - Do practices still submit claims?

    - Do practices still collect copays from patients?

    - What other information must practices provide, if any? (e.g. information about care management)

HCP☘LAN
Health Care Payment Learning & Action Network

Questions or Comments?

Involving practices in model design

Data feedback to practices

?

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

HCP LAN
Health Care Payment Learning & Action Network

Interactive Polling

Polling Question #3:

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

HCP LAN
Health Care Payment Learning & Action Network

Polling Question #4:

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

Polling Question #5:

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

HCP LAN
Health Care Payment Learning & Action Network

Polling Question #6:

Of the implementation areas discussed today, which, if any, do you feel better equipped to move forward on?

a. *Involving practices in model design*

b. *Timing*

c. *Data feedback to practices*

Please type any additional thoughts in the chat.

Polling Question #7:

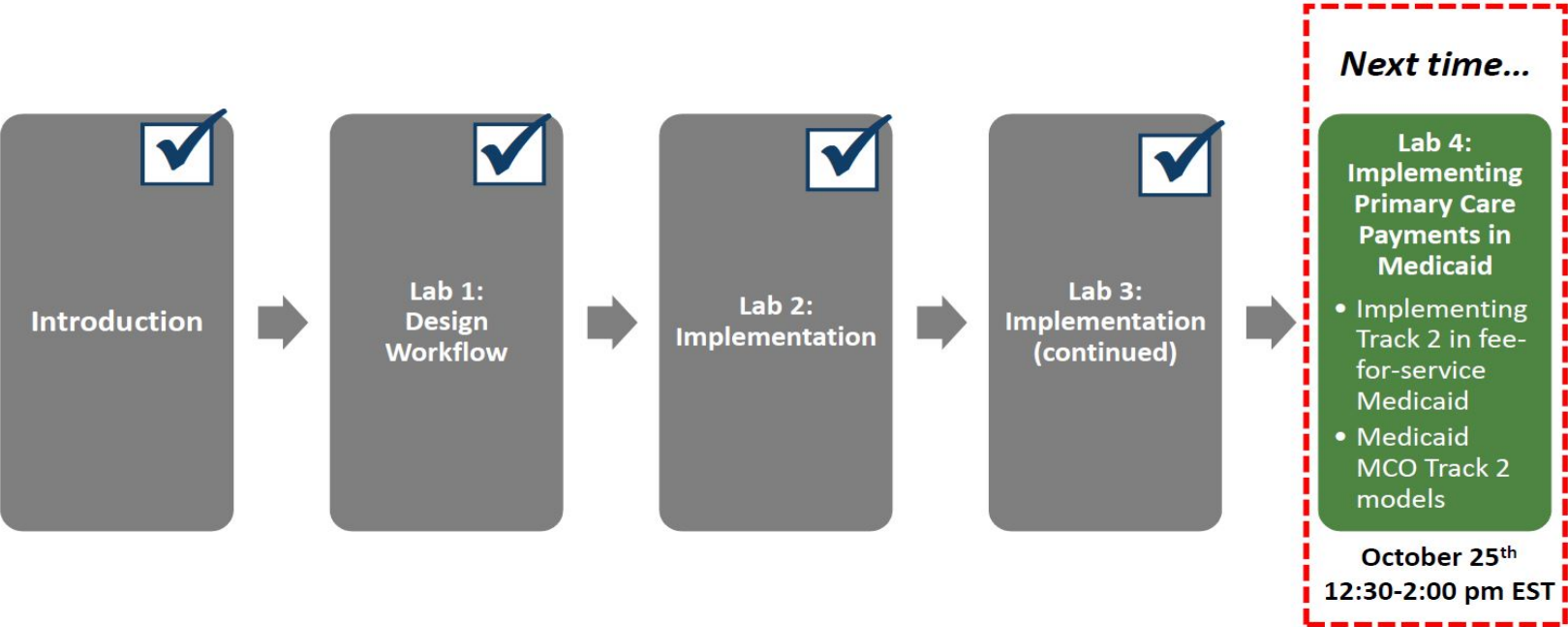**The PAC is helping my organization make progress towards its goals in CPC+.**

a. *Strongly Agree*

b. *Agree*

c. *Disagree*

d. *Strongly Disagree*

Please type any additional thoughts in the chat.

HCP LAN
Health Care Payment Learning & Action Network

Wrap-up

Next time

Introduction → **Lab 1: Design Workflow** → **Lab 2: Implementation** → **Lab 3: Implementation (continued)** →

Next time...

Lab 4: Implementing Primary Care Payments in Medicaid

- Implementing Track 2 in fee-for-service Medicaid
- Medicaid MCO Track 2 models

October 25th 12:30-2:00 pm EST

Please type any Medicaid-related topic requests into the chat

HCP LAN
Health Care Payment Learning & Action Network

Thank you!

HCP LAN
Health Care Payment Learning & Action Network