



Today's Agenda

1. Welcome and Introductions
2. Brief Update on the Past Year/Report Distribution
3. Introduction of The Collaborative's MSO Partner:
Formativ
4. Q &A with The Collaborative's Board Members TM
5. Closing Remarks

Patient-centered. Physician-led.

Mission

Always mention plus
Link acc
members
discounts &

Physician-led practice
e is our
ompass

“To advance
medicine,

**care centered
collaborative™**
at the Pennsylvania Medical Society



IMPLEMENTATION PLAN: A Blueprint for Physician Leadership in Quality and Value

October 2010





So... What Exactly Is the “Collaborative?”



A for-profit subsidiary of the Pennsylvania Medical Society.....



that is deploying \$15 M of unlocked endowment capital to....



partner with *physicians* to achieve the.....



upsides of aggregation without the **downsides of consolidation.**



Better patient care: more network options and consumer value



Greater relevance of PAMED membership



Invest in Pennsylvania’s doctors.



- **5/18: brokered MACRA-MIPS reporting support....**
- **10/17 launch MSO practice service support....**
- **By Q1/18: Value & Risk-Based contracting for physician-led practices:**
 1. **co-invest/partnerships in population health,**
 2. **informatics support, predictive modeling,**
 3. **care management services**



Choose your MIPS Solutions™ Edition

Discounts for all PAMED Members

	Most Popular!	
<p>Essentials Edition</p> <p>Participate in MIPS to avoid a penalty</p> <p>Report one quality measure; or, the base ACI measures; or, IA attestation</p> <p>\$249 per provider</p>	<p>Performance Edition</p> <p>Fully participate in MIPS to become incentive and bonus eligible</p> <p>Analyze up to 9 measures plus report IA and ACI categories</p> <p>\$399 per provider</p>	<p>Enterprise Edition</p> <p>Maximize potential for MIPS and APM incentive and bonus payments</p> <p>Analyze up to 18 measures with continuous performance reporting</p> <p>\$699 per provider</p>

Quality Payment Program Learn About the Program Explore Measures Education & Tools

Collaboration with **one statewide MACRA Service Provider:**

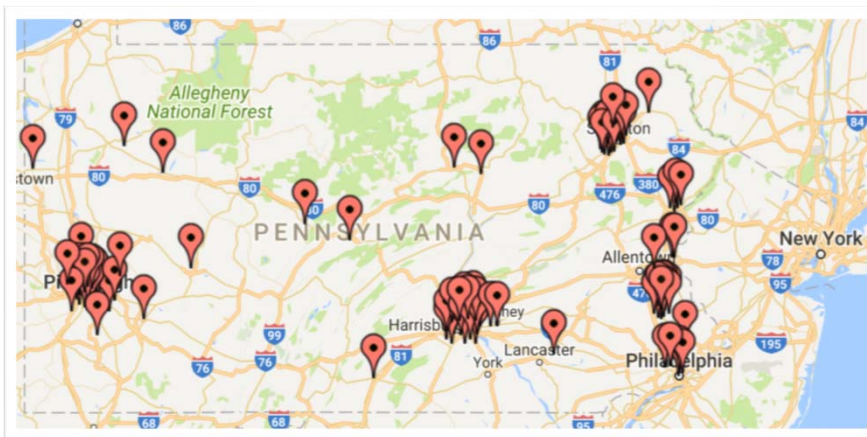


-  **Turn-key**
-  **High Value for Patients**
– Enable greater quality delivery – e.g. dashboards
-  **High Value for Physicians**
– Build on clinical excellence – e.g., achieve a quality bonus
-  **Certified QCDR**
-  **Understands Physician Practice & Is Service Oriented**
-  **Adaptable to/Sustainable in any Practice Setting**
-  **Established Track Record**

Modernizing Medicare to provide better care and smarter spending for a healthier America



Current MIPS Clients – 128 physicians



- | | |
|------------------|---------------|
| Altoona | Monongahela |
| Bala Cynwyd | Monroeville |
| Bethlehem | Moosic |
| Chambersburg | Muncy |
| Clarion | Philadelphia |
| Clarks Summit | Phillipsburg |
| Coraopolis | Pittsburgh |
| Dunmore | Scranton |
| East Stroudsburg | Sellersville |
| Easton | Seneca |
| Greensburg | State College |
| Hermitage | Waymart |
| Hummelstown | Wexford |
| Indiana | Williamsport |
| Lemoyne | Willow Grove |
| Mechanicsburg | Wynnewood |

Based on average Medicare Part B Revenue:

- \$785,000 in avoided penalties
- > \$1M in avoided penalties plus bonuses

Collaborative Planned Offerings



Management Services Organization

Revenue Cycle	Practice	Business Operations
<ul style="list-style-type: none"> Appointment Scheduling and Patient Registration Front End Management, Point of Service Collections, Care and Self Pay AR Management, Claims Processing, Denials and Appeals, Bad Debt Management KPI Reporting Provider Enrollment Physician and Extender Credentialing Chart Abstraction/ Review 	<p>FORMATIVE HEALTH</p> <ul style="list-style-type: none"> **MACRA Readiness** Applications, Interfaces and EHR Support Construction Management Security Capital Project Development and Management Safety and Regulatory Compliance 	<ul style="list-style-type: none"> Staff Training and Education Accounts Payable and Data Physician Recruitment Real Estate / Leasing Marketing and Communication Risk Contracting Business Plan Development Treasury/Banking, Tax, Audit Legal / Regulatory Compliance and Policy Development Insurance

Pricing based on a percent of net collections
 Varies by specialty
 Volume discount *plus...*
 Significant PAMED member discount

Population Health Value/Risk Contracting

Quality & Care Management	Service Excellence
<ul style="list-style-type: none"> Utilization Review, Chronic Care Management, and Case Management Population Health Management Metric Development, Performance Improvement, Root Cause Analysis, and Survey Readiness Clinical Protocols and Pathways Risk Management Services Contract Support 	<ul style="list-style-type: none"> Patient Access and Throughput Initiatives Patient Satisfaction Surveys, Service Recovery, Patient Education Referral Management Strategy, Business & Program Development, and Market Placement

Collaborative Planned Offerings



Management Services Organization

Revenue Cycle	Practice Operations	Business Operations
<input type="checkbox"/> Appointment Scheduling and Patient Registration	<input type="checkbox"/> Practice Management <input type="checkbox"/> Patient Portal and Engagement Tools	<input type="checkbox"/> Staff Payroll <input type="checkbox"/> Staff Recruitment, Acquisition, Compensation, Labor Relations,

Population Health Value/Risk Contracting

Quality & Care Management	Service Excellence
<input type="checkbox"/> Utilization Review, Chronic Care Management, and Case Management	<input type="checkbox"/> Patient Access and Throughput Initiatives <input type="checkbox"/> Patient Satisfaction

Negotiating with two commercial payers:
 1) Value-based, alternate site of service for a southeast pediatrics network
 2) Cost-sharing, MSO services & quota share for high-performing central PA practices
 Three managed care Medicaid payers:
 “We are ready to go when you have a network”

<input type="checkbox"/> Receivables, Charity Care and Self Pay AR Management, Claims Processing, Denials and Appeals, Bad Debt Management <input type="checkbox"/> KPI Reporting <input type="checkbox"/> Provider Enrollment <input type="checkbox"/> Physician and Extender Credentialing <input type="checkbox"/> Chart Abstraction/ Review	<input type="checkbox"/> Construction Management <input type="checkbox"/> Security <input type="checkbox"/> Capital Project Development and Management <input type="checkbox"/> Safety and Regulatory Compliance	<input type="checkbox"/> Payer Contracting <input type="checkbox"/> Physician Recruitment <input type="checkbox"/> Real Estate / Leasing <input type="checkbox"/> Marketing and Communication <input type="checkbox"/> Risk Contracting <input type="checkbox"/> Business Plan Development <input type="checkbox"/> Treasury/Banking, Tax, Audit <input type="checkbox"/> Legal / Regulatory Compliance and Policy Development <input type="checkbox"/> Insurance
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<input type="checkbox"/> Risk Management Services <input type="checkbox"/> Contract Support	
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- See us if you're interested in our services and...
- Stop by our booth!
- Opening session
- IMG Section
- HOD Report
- Our staff will be available to you