

Value-Based Contracting is Here What “You” Need to Know

MetroCare Physicians has become clinically integrated to prepare physicians for the impending reimbursement shift towards value-based healthcare delivery. As of June 1, 2016 value-based contracting has arrived with the implementation of the UnitedHealthcare ACO contract, the first commercial contract that rewards value instead of volume.

What is Value-Based Care?

Value-based care reimburses for measurable quality and takes into account the cost of efficient care. Previous models reimbursed only for the volume of services, regardless of outcomes.

As a value-based care network, HealthChoice Trilogy is responsible for quality, cost, and outcomes. Participating providers are financially incentivized and aligned for success by demonstrating quality and reducing cost.

An accountable care network coordinates these goals by requiring a common approach of adhering to clinical guidelines, efficiency, decreasing redundancy, controlling variation, selecting appropriate sites of service, and providing care to a population of patients.

Population health requires providers to be accountable for health outcomes of their entire patient population. Patients

are attributed to a physician’s population if those patients have had a relationship with that physician during a defined period of time, usually two years.

CMS and all commercial payers have indicated that value-based reimbursement will comprise a significant portion of all future payments to providers.

“Delivering value-based healthcare has arrived and is becoming the standard expectation of all payers, employers, and patients. It means that physicians are expected to practice as a unit or in a team-based approach, in order to demonstrate quality while achieving cost reduction. There may be winners and losers during this transition, and MetroCare is providing its physicians with the tools and support to succeed,” stated George Wortham, MD, Executive Director of Metrocare Physicians.



How “You” are Part of “We”

We are a Clinically Integrated Network (CIN). A program designated for hospital systems and providers to achieve a high degree of interdependence and cooperation to improve the quality and efficiency of care for the patients they serve.

Our CIN is a joint venture between Methodist Le Bonheur Healthcare and MetroCare Physicians through HealthChoice. Together WE are HealthChoice Trilogy.



UnitedHealthcare is Live – Now What?

Commencing on June 1, 2016, the UnitedHealthcare ACO Contract is a 3 year Value-Based Contract for approximately 16,000 UnitedHealthcare patients.

The UHC ACO contract is an upside only, shared savings contract with a quality gateway that is supplemental to existing UHC contracts. This means that the current PHO or direct UHC contracts with individual practices will remain in effect (at your current rates) while the new value-based component aligns physicians and hospital for both cost reduction and quality improvement. Providers must meet quality metrics (negotiated by MetroCare) in order to be eligible for potential shared savings through coordinated cost saving initiatives.

UnitedHealthCare Gateway Quality Metrics

- Breast Cancer Screening
- Cervical Cancer Screening
- Colorectal Cancer Screening
- Diabetes Care
- Low-Back Pain
- All Cause Readmits
- Risk Adjust Length of Stay
- ER Escalation Rate
- C-Section Delivery
- Early Elective Delivery

To learn more about achieving success within a value-based contract (UnitedHealthcare ACO contract) please attend a MetroCare town hall meeting.

To view the full schedule visit www.metrocarephysicians.com.

How “We” Will Collectively Succeed

Access to performance data is our key to success. MetroCare and HealthChoice have spent the last two years acquiring your practice data and aggregating it with the network of providers through our analytics partner, Valence Health.

Vision, our physician support tool, brings hundreds of independent practices together to function as a single network. Aggregating patient data allows us to identify gaps in care for patient populations, adhere to care recommendations, and monitor high risk patients. Effective teamwork with actionable performance feedback allows the network to provide high quality, low cost care for any patient population, regardless of payer.

In order to best utilize the Vision tool, HealthChoice has scheduled more than 30 training

sessions specifically designed for physicians, as well as their designated clinical staff. Visit www.metrocarephysicians.com to view the dates and times. It is required that MetroCare / Trilogy physicians, particularly primary care, receive training to access the Vision support tool.

Ideally, each group would at a minimum send a physician champion and an administrative user to a training session at HealthChoice prior to requesting access and training for additional practice users.

“Being able to help practices in a meaningful way is a priority for MetroCare. We know there will be significant changes over the next few years, and enhancing our ability work together as a network of physicians is the single most important factor to achieving success,” said MetroCare Associate Medical Director, Thomas Gray, MD.



MetroCare and HealthChoice staff are here to provide support and resources for your practice.

Additional Value for MetroCare Membership

Two programs are now being offered as a value to our membership – a Cyber liability insurance program and the suite of AFLAC products.

Cyber Liability Insurance

Healthcare industry data breaches are up 400% in the past two years and, as an industry, healthcare represents 50% of all data breaches. This is one of the largest potentially uninsured (or under insured) exposures for medical groups. This program offers:

- National healthcare partner and broad comprehensive coverage
- Lower premiums since it will be written on a group basis
- Streamlined underwriting process with a simple application
- Educational sessions will be scheduled in 2016

AFLAC

HealthChoice is now licensed and contracted to offer all AFLAC programs

- Premium paid by the employee (can choose to place coverage for spouse, children)
- Payroll deduction before tax
- Portable
- Pays the employee directly (no coordination of benefits)
- We can schedule AFLAC enrollment in your practice for education/direct enrollment

Please contact Blayne Burns at HealthChoice if your interest is immediate at 901.821.6739 or email her at Blayne.Burns@myhealthchoice.com.

HealthChoice Contracting News

Contracts renewed with HealthChoice 01/01/2016:

- Arkansas Higher Education Consortium
- Arkansas State Police
- Langston Companies
- Municipal Health Benefit Fund

Contracts renewed with HealthChoice 03/01/2016:

- HealthSCOPE Benefits
- N MS Health Link

Contracts renewed with HealthChoice 04/01/2016:

- N MS Health Services Employee Health Plan

Contracts renewed with HealthChoice 05/01/2016:

- Razorback Concrete

Terminated contract with HealthChoice 07/01/2016:

- Assurant Health

Completing Trilogy Network Requirements

Participating MetroCare / Trilogy physicians must complete initial and ongoing network educational requirements as part of the Participating Group Agreement (PGA). This requirement demonstrates active participation in order to remain within the clinically integrated network, an FTC requirement.

The deadline for completion is July 31, 2016.

As a reminder, initial network requirements include:

- An active preferred email address for each physician
- High speed internet access for the practice
- Installation of Vision (physician support tool) to actively submit, share and utilize patient data
- Completion of the following online modules (approximately 30 minutes total)
 - Network Update
 - Healthcare Economics
 - Health Literacy

Each participating physician has received a username and password to access the requirements section on the Physician Portal located on metrocarephysicians.com. If you have questions, or need your access information again, please contact **Donna Pendergrass**, Practice Navigator, at **901- 261-7796** or **donna.pendergrass@metrocarephysicians.com**

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We Are Here to Assist You

Continuing the transition to a value-based healthcare delivery system will require changes for every practice. A dedicated team of professionals are committed to assuring MetroCare physicians have the tools and resources to achieve success.

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