

## MetroCare Announces First Clinically Integrated Contract

MetroCare and HealthChoice are pleased to announce that our first clinically integrated commercial contract for MetroCare / Trilogy physicians is with UnitedHealthCare (UHC). After months of discussion, the contract negotiated by HealthChoice was approved by our Quality Enhancement Committee, Contract Review Committee, Board and the HealthChoice Board.

Anticipated implementation is June 1, 2016.

The UHC ACO contract is an upside only, shared savings contract with a quality gateway that is supplemental to existing UHC contracts. The current PHO or direct UHC contracts with individual practices will remain in effect. The new addendum will measure the clinical and financial outcomes of the Trilogy Network resulting in a potential shared savings bonus opportunity.

These quality gateway metrics (see box) have specific targets and are weighted. Further details of the gateway clinical metrics and the UHC contract will be shared in the near future.

MetroCare is currently enhancing its physician engagement and outreach to assure all MetroCare / Trilogy practices have the best opportunity for success in the new contract.



In the coming weeks and months MetroCare / Trilogy providers will:

- Understand the defined quality metrics and what actions must be take to succeed.
- Be trained on Vision, the physician support tool allowing practices to access actionable patient data essential for effectively managing chronic disease and populations of patients.
- Align with HealthChoice to assure accurate, actionable data be provided at regular intervals to understand and adjust what needs to be done in order to be successful.
- Interact with MetroCare practice transition staff and practice navigators to receive the ongoing support and resources to continue the value-based journey.

“Delivering value-based healthcare has become the standard expectation of employers and payers. The UHC contract represents our entry point and opportunity for MetroCare physicians to demonstrate quality while reducing cost and ultimately be rewarded for success,” stated George Wortham, MD, Executive Director MetroCare Physicians.

### UnitedHealthCare Gateway Quality Metrics

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

# Who is Participating in the UHC Contract

MetroCare, Methodist Le Bonheur and HealthChoice have combined to create a clinically integrated network called HealthChoice Trilogy or Trilogy. MetroCare's 1,400 clinically integrated physicians, also referred to as MetroCare /

Trilogy physicians, participate in the clinically integrated network, its managed care contracts and programs. Trilogy will be accountable for achieving improved costs, quality outcomes and enhancing the patient / physician experience.



## Utilizing Vision for Contract Success

In the near future MetroCare / Trilogy physicians and their offices will be trained on Vision, the physician support tool from Valence Health. Valence was installed earlier this year in practices to capture data for Vision.

Vision allows physicians and designated clinical staff to view their patient data and is the primary tool to participate within each clinically integrated contract.

Vision brings hundreds of independent practices together to function as a single network to deliver higher quality care, while lowering healthcare costs.

## Completing Trilogy Network Requirements

Participating MetroCare / Trilogy physicians must complete initial and ongoing network requirements as part of the Participating Group Agreement (PGA). This is required to demonstrate active participation and remain within the clinically integrated network.

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 20 minutes total)
  - Network Update
  - Healthcare Economics
  - Health Literacy

Each participating physician has received a login ID and password to access the requirements section on the Physician Portal located on [metrocarephysicians.com](http://metrocarephysicians.com).

**If you have questions please contact  
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# Added Value for MetroCare Members

Two exciting new programs are being developed to offer 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
- Streamlined underwriting process with a simple application
- Lower premiums since it will be written on a group basis
- 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)
- Pays the employee directly (no coordination of benefits)
- Payroll deduction before tax
- We can schedule AFLAC enrollment in your practice for education/direct enrollment
- Portable

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

## In Their Own Words...

“I reached a point where I was completely overwhelmed by my struggle with Type 2 Diabetes. I was frustrated with the medical care I had been receiving and needed guidance from an outside source. Through **HealthChoice’s Complex Care Management Program**, I gained an accountability partner and a coach to help me assess my condition and set small, practical goals for myself. This helped me to achieve my greater goal of managing the disease that took the lives of family members very close and dear to me.

HealthChoice also provided resources I would be unable to access on my own. I was referred to a new physician that better suited my needs and a dietician to teach me how to make nutrition a priority. My relationship with HealthChoice has enabled me, in just one year, to make significant changes in my life. As a result, I’ve lowered my blood sugar and for the first time, I feel in control.”

Managing your health can be challenging. HealthChoice offers care management programs to help you understand and manage your medical conditions, navigate a complex health care system, follow prescribed treatment plans, and lead a healthy lifestyle. For more information, call HYPERLINK 901.821.6700 or visit [www.myhealthchoice.com](http://www.myhealthchoice.com).



*...HealthChoice has enabled me, in just one year, to make significant changes in my life.*

**CATHY HUPF**  
Director of Quality and Performance Improvement  
Methodist Alliance Health Services

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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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