



PMS

PRESBYTERIAN MEDICAL SERVICES

OUR VALUE BASED JOURNEY

**STEVE HANSEN, PRESIDENT
DOUG SMITH, EXECUTIVE VICE-PRESIDENT**

**PLENARY 2
MARCH 23, 2018**

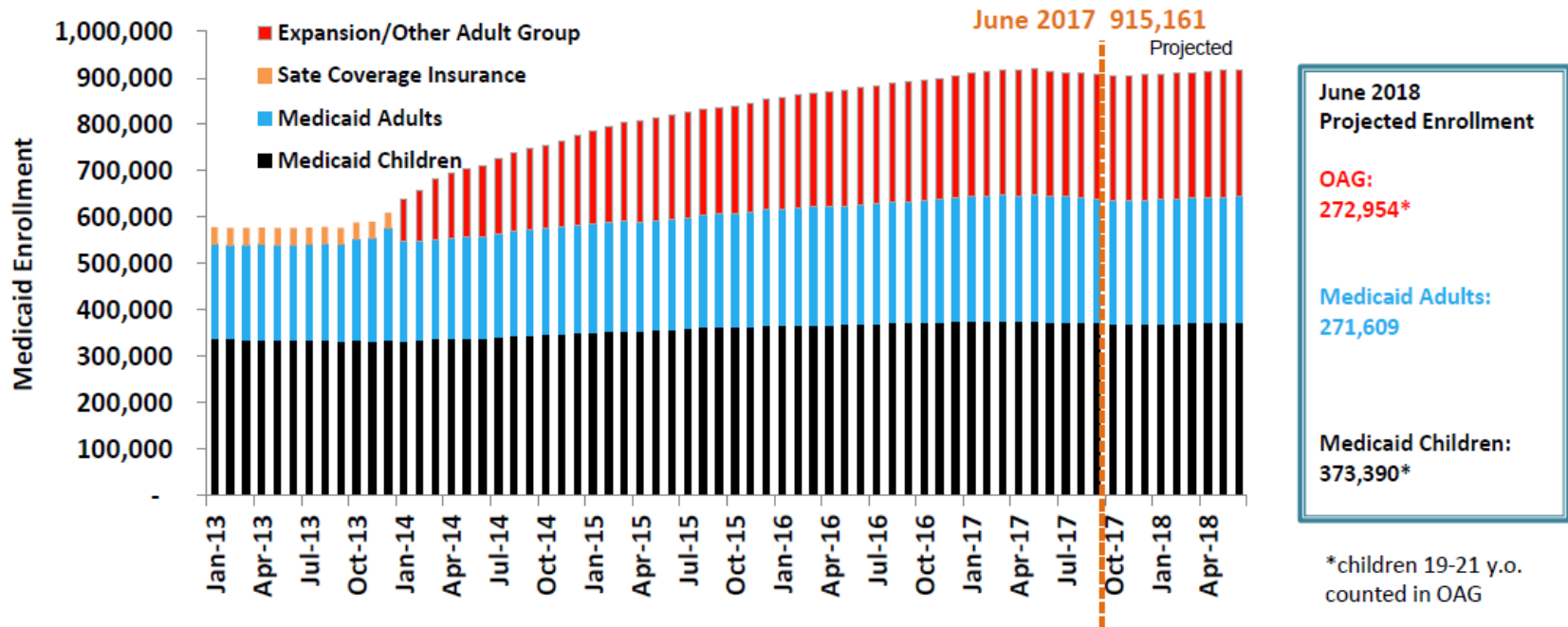
MARCH 24, 2018



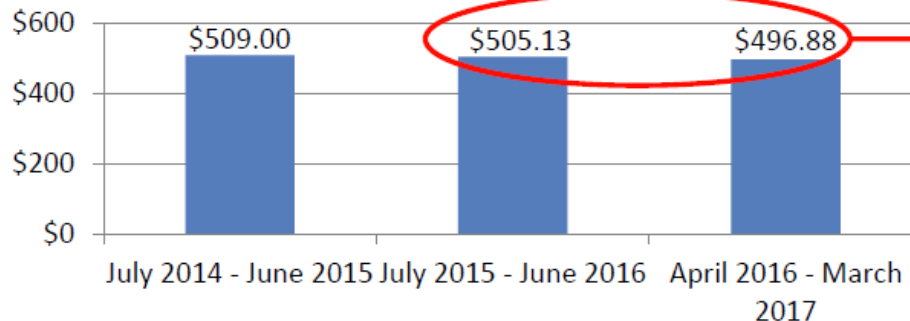
PMS

PRESBYTERIAN MEDICAL SERVICES

Medicaid Enrollment



Average Per Member Per Month Costs in Centennial Care



Reduced spending
by \$68.2 million

MARCH 24, 2018

HUMAN SERVICES
DEPARTMENT

PMS
PRESBYTERIAN MEDICAL SERVICES



Centennial Care 2.0 builds on successes achieved during the past four years. Improvements and reforms will ensure sustainability of the program while preserving comprehensive services.

Areas of focus

- Care coordination
- Benefit and delivery system modifications
- Payment reform
- Member engagement and personal responsibility
- Administrative simplification through refinements to eligibility

CENTENNIAL CARE 2.0

CARE COORDINATION

- INCREASE CARE COORDINATION AT PROVIDER LEVEL
- IMPROVE TRANSITIONS OF CARE
- EXPAND PROGRAMS TO HIGH NEED CLIENTS

PAYMENT REFORM

- CREATE PAYMENTS FOR IDENTIFIED OUTCOMES
- MCO REQUIREMENTS FOR VALUE BASED CONTRACTING (L1,L2,L3)
- DECREASE FFS PAYMENT – CONVERT TO CAPITATION, INCENTIVES, RISK



VALUE BASED CONTRACTING

| | 2016-2018 | | |
|---------|-----------|--|------------|
| Plan | Lives | VB Contract | FFS Type |
| PHP | 16,000 | <u>Full Risk</u> - All Lines Percent of Premium Risk Corridors Year 1-3 | PPS |
| Molina | 15,000 | <u>Shared Savings 50/50</u> All lines Total Cost of Care | CAP (\$23) |
| BCBS | 5,000 | <u>Shared Savings 50/50</u> All lines Total Cost of Care | PPS |
| United | 4,000 | <u>Shared Savings 50/50</u> All lines Total Cost of Care | PPS |
| | 40,000 | | |
| | | | |
| | 2019 | | |
| Plan | Lives | VB Contract | FFS Type |
| PHP | 20,000 | <u>Full Risk</u> - All Lines Percent of Premium Risk Corridors Year 1-3 | CAP (TBD) |
| Centene | 13,000 | <u>Risk Contract</u> Percentage TBD All Lines | CAP (TBD) |
| BCBS | 10,000 | <u>Full Risk</u> - All Lines Percent of Premium Risk Corridors Year 1-3 | CAP (TBD) |
| | 43,000 | | |

| Medical Capitation | | |
|---|-------------|---------------------|
| | <i>PMPM</i> | <i>% of Premium</i> |
| <i>Total Premium</i> | \$307.49 | 100.0% |
| <i>PHP Administrative Expenses</i> | \$55.00 | 17.9% |
| <i>PMS Administrative</i> | \$0.00 | 0.0% |
| <i>PHP Retained Risk (Excluded Claims)</i> | \$26.73 | 8.7% |
| <i>Stop Loss Premium to PHP</i> | \$10.27 | 3.3% |
| <i>Net Cap Payment to PMS</i> | \$215.49 | 70.1% |
| <i>Percent of Premium NOT meeting Quality Targets</i> | | 69.6% |
| Behavioral Health Capitation | | |
| | <i>PMPM</i> | <i>% of Premium</i> |
| <i>Total Premium</i> | \$63.00 | 100.0% |
| <i>PHP Administrative Expenses</i> | \$12.20 | 19.4% |
| <i>PMS Administrative</i> | \$0.00 | 0.0% |
| <i>PHP Retained Risk (Excluded Claims)</i> | \$7.60 | 12.1% |
| <i>Stop Loss Premium to PHP</i> | \$6.00 | 2.0% |
| <i>Net Cap Payment to PMS</i> | \$43.20 | 68.6% |
| <i>Percent of Premium NOT meeting Quality Targets</i> | | 68.1% |

OUR STAFFING MODEL

Site Based

- Primary care providers
- Primary care clinical support staff
 - Nurses (RN, LPN)
 - Medical Assistants
 - Community Health Workers- **Embedded**
 - Care Coordinator I or II- **Embedded**
 - Outreach Specialists
 - Behavioral Health Staff
- Patients and Families

Centralized

- Care Coordinator (s)
- Behavioral Health Professionals
- Dental Staff
- Pharmacy Staff
- HIT Staff

TARGET POPULATION

- Shared Savings/Risk Medicaid managed care members
- Active Intervention Patients are ID'd by Population Health platform:
 1. Predictive risk score (ACG)
 2. Ability to Impact risk score (ATI)
 3. High cost/High Utilization (ED/Admits)
- Stratified into different risk cohorts with corresponding levels of intervention and outreach intensity
- Cohorts assigned by Care Coordinator Supervisor
- Works collaboratively with Site Clinical teams and embedded staff
- Embedded staff based on size of Intervention population

STAFFING RATIOS

Embedded

Care Coordinator I /II Assumptions:

- caseload 1:100

CHW's

Assumptions:

- CHW caseload 1:25
- CHW resource allocated to only top risk cohort (200 members)

Care Coordinator III- Centralized

Assumptions:

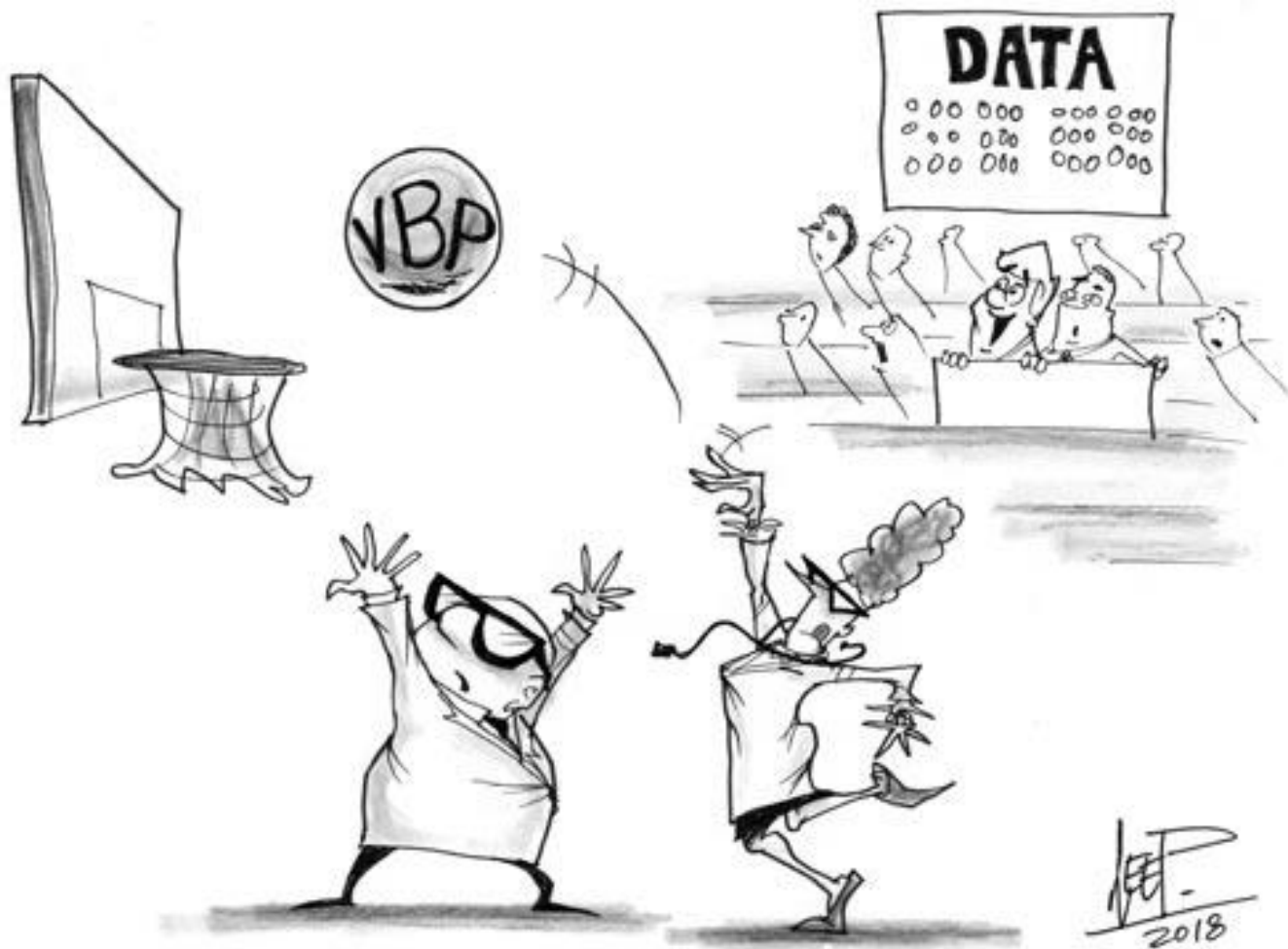
- Care Coordinator II/III caseload 1:500

WHAT WORKS?

- ❖ Target populations with modifiable risk
- ❖ In-person contact with patients
- ❖ Close coordination between care coordinator and PCP
- ❖ Timely information on hospital and ED admissions
- ❖ Coordination of **care transitions** and **close follow up**
- ❖ Patient self-management support and activation, including medication education
- ❖ Social support

SOFTWARE PLATFORMS





IS IT GOOD?

ADMIN

ANALYTICS

- Quality Measures
- Quality Main View
- Quality Ranking
- Measures From Target
- Financial Analytics
- Detailed Finance & Utilization
- PPPM Cost vs Target Analysis
- Part-A Claims Analysis
- Part-B DME Analysis
- Part-B Physician Claims Analysis
- Part-D Pharmacy Analysis
- Risk Analysis
- Wellness Visits
- Office Visits
- Lab Values
- Patient Vitals
- ER Visits
- DASHBOARD
- CARE MANAGEMENT
- TASKING
- RESOURCECENTER
- GPRO

Patient

Filtered By:

ALL

Select A Cohort

ContractName

PHP

Contract Month

(All)

Patient Status

(Multiple values)

Top Values

50

PatientName

Size Metric

Total Cost PPPM

Color Metric

Total Cost PPPM

Per K

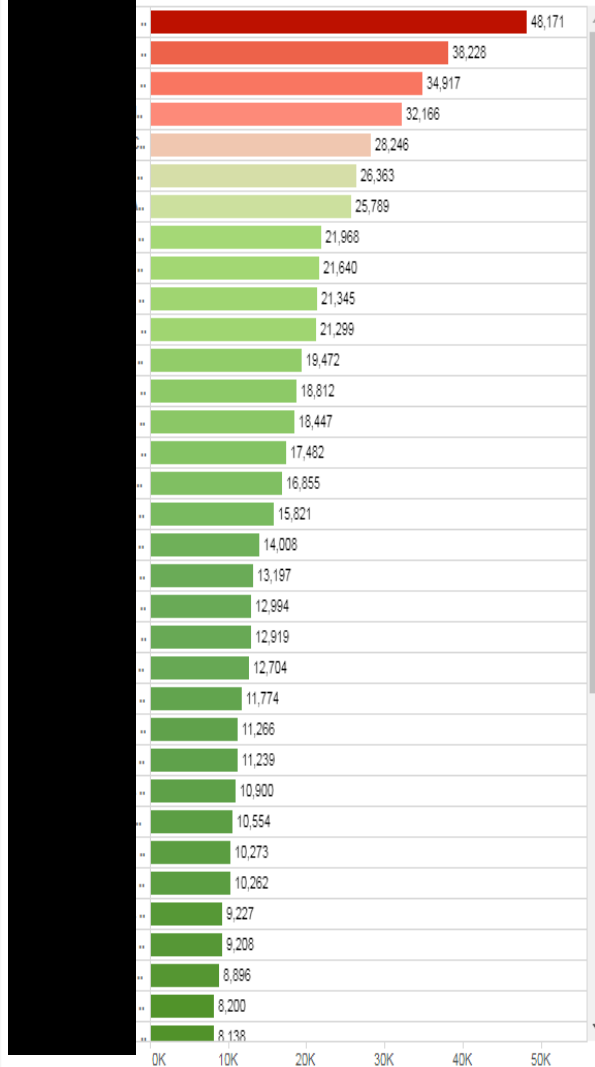
Per Month

Date of Service

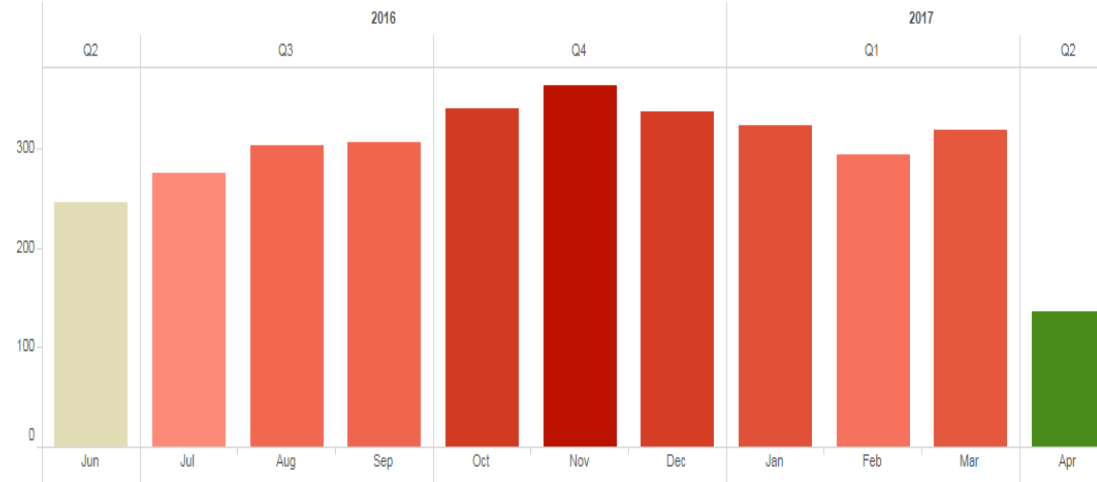
Last 15 months

Per Month by Patient

PatientName



Metrics Over Time



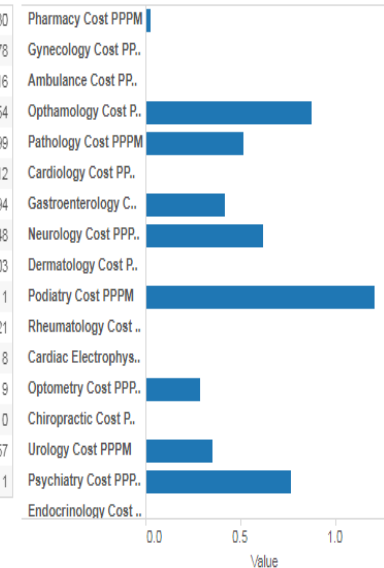
Financial Metrics

| | |
|--------------------------|--------------|
| Total PPPM Cost | \$296 |
| Avg. PPPM Cost Target | 208 |
| % of Target | 142.42% |
| Avg. Risk Score | 1.09 |
| Risk Adjusted Target | \$226 |
| % of Target | 130.84% |
| Patient Months | 103,178 |
| Total Cost | \$30,509,255 |
| Part-A Cost | \$17,437,260 |
| Facility Cost PPPM | \$169 |
| Part-A Outpatient Cost | \$9,278,361 |
| Facility Outpatient PPPM | \$90 |
| Inpatient Acute Cost | \$7,937,351 |
| IP Acute Cost PPPM | \$77 |
| SNF Cost | \$135,491 |
| SNF Cost PPPM | \$1 |
| Home Health Cost | \$46,753 |
| Home Health Cost PPPM | \$0 |
| Hospice Cost | \$39,305 |

Utilization Metrics

| | |
|------------------------|---------|
| Pharmacy Count | 114,130 |
| Patient Months | 103,178 |
| ER Visits | 5,616 |
| ER Visits per K | 54 |
| Inpatient Acute Admits | 1,199 |
| IP Acute Admits per K | 12 |
| Inpatient Bed Days | 4,994 |
| IP Bed Days per K | 48 |
| Inpatient Re-Admits | 103 |
| IP Readmits per K | 1 |
| Inpatient Short Stays | 821 |
| IP Short Stays per K | 8 |
| Hospice Admits | 9 |
| Hospice Admits per K | 0 |
| SNF Admits | 57 |
| SNF Admits per K | 1 |

Professional Cost Categories



Patient Cohorts

Cohort Name

ER visits 5+ All active PHP

Description: 5 or more ER visits in past 12 months for all active PHP m...

Pre-Set Filter

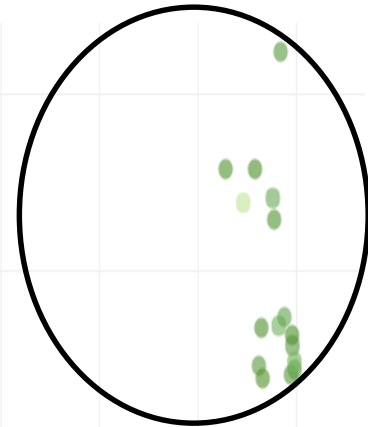
<-- All Items -->

| | Last Name | First Name | DOB | Phone | Risk | PCP | Practice | La |
|--------------------------|-----------|------------|------------|-------------|--------|------------------------------|-----------------------------|----|
| <input type="checkbox"/> | | | 8/12/1974 | 575 4187157 | 9.709 | Campbell PA-C, Christop... | Socorro Community Hea... | |
| <input type="checkbox"/> | | | 10/17/1972 | 505 3844060 | 11.023 | Stogner MD, Linda | Esperanza Family Medic... | |
| <input type="checkbox"/> | | | 7/12/1986 | 575 7777777 | 4.811 | Unattributed, Unattributed | Presbyterian Medical Ser... | |
| <input type="checkbox"/> | | | 3/31/2016 | | 0.620 | Blankenship NP, Susan | Carlsbad Family Health ... | |
| <input type="checkbox"/> | | | 2/3/1987 | | 2.444 | Unattributed, Unattributed | Presbyterian Medical Ser... | |
| <input type="checkbox"/> | | | 12/30/1983 | 505 3200951 | 2.784 | Illango MD, Ramanathan... | Farmington Community ... | |
| <input type="checkbox"/> | | | 6/10/1996 | | 3.843 | Alfaro Andrick MD, Clau... | Rio Rancho Family Healt... | |
| <input type="checkbox"/> | | | 10/10/2016 | | 0.983 | Unattributed, Unattributed | Presbyterian Medical Ser... | |
| <input type="checkbox"/> | | | 11/22/2010 | | 16.554 | Unattributed, Unattributed | Presbyterian Medical Ser... | |
| <input type="checkbox"/> | | | 1/18/1997 | | 2.152 | Leister-Ladd PA, Christin... | Alamogordo Family Heal... | |
| <input type="checkbox"/> | | | 10/12/1957 | 505 7011166 | 5.564 | Rietz CNP, Melissa L | Farmington Community ... | |
| <input type="checkbox"/> | | | 6/14/1993 | | 10.640 | Unattributed, Unattributed | Presbyterian Medical Ser... | |
| <input type="checkbox"/> | | | 7/25/1983 | 505 8019123 | 4.198 | Unattributed, Unattributed | Presbyterian Medical Ser... | |
| <input type="checkbox"/> | | | 3/22/1998 | 000 0000000 | 13.654 | Nakashima CNP, Sachiko | Deming Health Center | |
| <input type="checkbox"/> | | | 3/29/1983 | | 5.379 | Unattributed, Unattributed | Presbyterian Medical Ser... | |
| <input type="checkbox"/> | | | 1/18/1986 | 505 6355146 | 12.611 | Illango MD, Ramanathan... | Farmington Community ... | |
| <input type="checkbox"/> | | | 12/18/2016 | | 0.912 | Unattributed, Unattributed | Presbyterian Medical Ser... | |
| <input type="checkbox"/> | | | 1/2/1974 | 575 4159703 | 3.814 | Unattributed, Unattributed | Presbyterian Medical Ser... | |
| <input type="checkbox"/> | | | 8/30/1970 | 505 6883840 | 3.475 | Unattributed, Unattributed | Presbyterian Medical Ser... | |
| <input type="checkbox"/> | | | 6/22/2016 | | 1.942 | Unattributed, Unattributed | Presbyterian Medical Ser... | |
| <input type="checkbox"/> | | | 5/7/1990 | 505 4194107 | 16.399 | Unattributed, Unattributed | Presbyterian Medical Ser... | |
| <input type="checkbox"/> | | | 8/14/1986 | 575 4943666 | 3.208 | Nakashima CNP, Sachiko | Deming Health Center | |
| <input type="checkbox"/> | | | 12/19/1968 | | 7.332 | Gibson MD, Monique H | WNMMG Thoreau Health... | |
| <input type="checkbox"/> | | | 5/31/1976 | 505 7011769 | 4.956 | Unattributed, Unattributed | Presbyterian Medical Ser... | |
| <input type="checkbox"/> | | | 6/21/1985 | | 10.846 | Unattributed, Unattributed | Presbyterian Medical Ser... | |

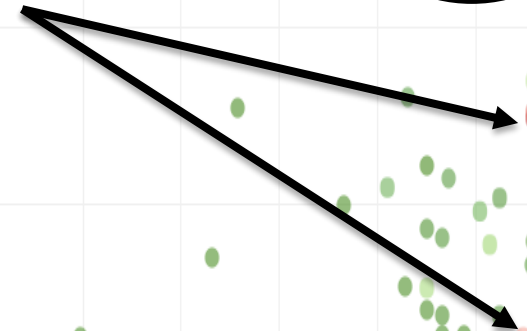
ACG & ABILITY TO IMPACT

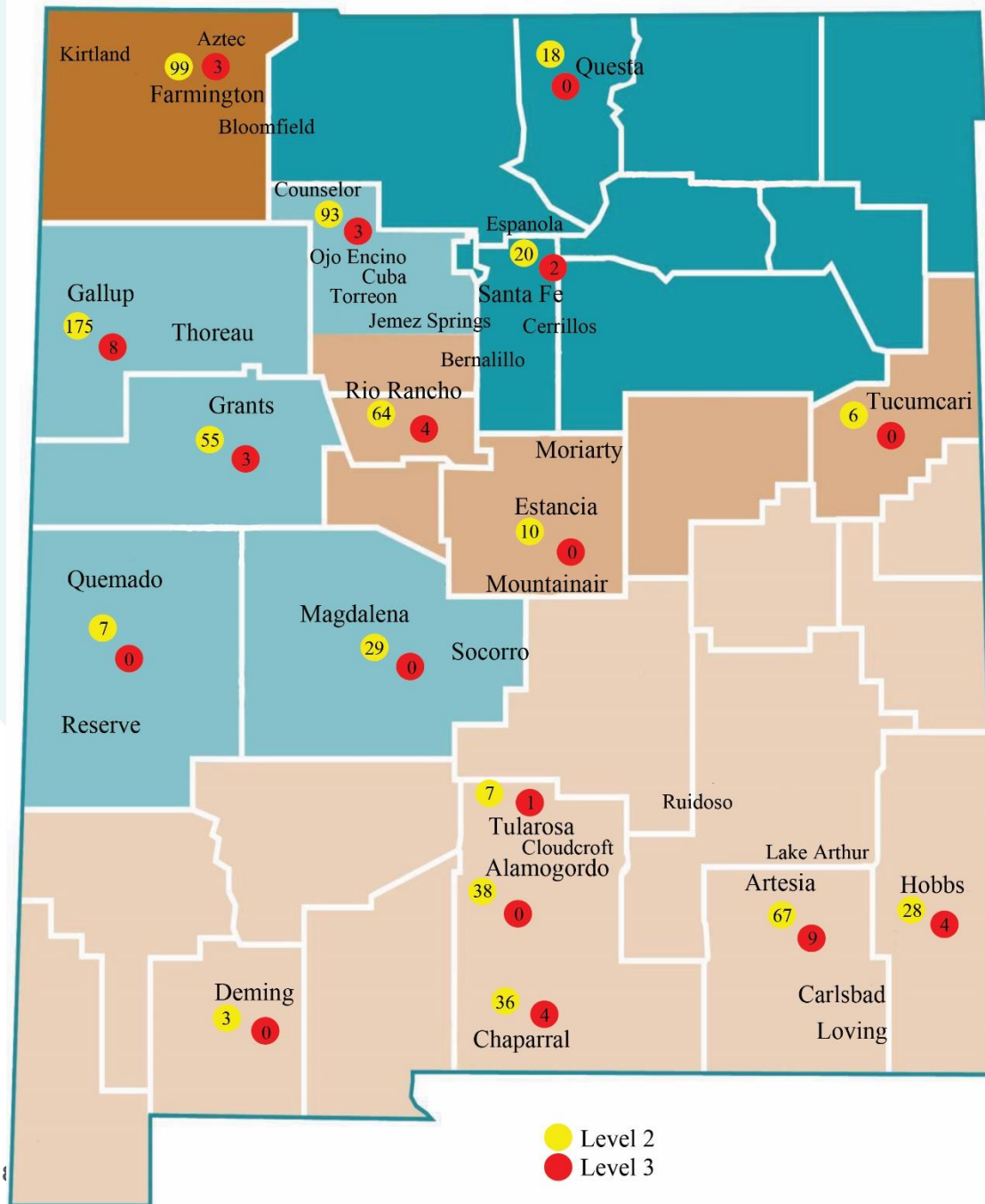
Lightbeam Risk Plot

Highest risk with
ability to impact



Over 6
chronic
conditions





MARCH 24, 2011

● Level 2
● Level 3



FINANCIAL RESULTS

| Overall Program Summary | PH | | ABP | |
|--|-----------------|-----------------|-----------------|-----------------|
| | Medical Service | Behavior Health | Medical Service | Behavior Health |
| Allocated Cap: | \$ 22,267,642 | \$ 3,966,973 | \$ 19,088,871 | N/A |
| Catastrophic Carve-out Stop Loss: | \$ 1,366,330 | \$ 156,630 | \$ 976,483 | N/A |
| Allocated Claims: | \$ 20,668,398 | \$ 3,055,946 | \$ 16,930,928 | N/A |
| YTD Estimated Net Gain/(Loss): | \$ 1,599,244 | \$ 911,027 | \$ 2,157,943 | N/A |
| YTD PMS Estimated Gain/(Loss) After Risk Corridor: | \$ 668,029 | \$ 119,009 | \$ 572,666 | N/A |
| BH Shared Savings Program | \$ - | \$ - | \$ - | \$ 119,058 |
| YTD PMS Estimated Total Gain/(Loss) | \$ 668,029 | \$ 119,009 | \$ 572,666 | \$ 119,058 |
| PHP Estimated Risk Corridor Gain/(Loss): | \$ 931,214 | \$ 792,017 | \$ 1,585,276 | N/A |

Pictured top= PHP
Pictured right= Molina

| Total Cost-of-Care | |
|---|----------------------------|
| Baseline Year One 1/1/15 - 12/31/15 | \$394.54 |
| Adjusted Baseline Year 11/1/16 - 7/31/17 | \$391.01 |
| Actual Year-Two 11/1/16 - 9/30/17 ¹ | \$385.60 |
| Hepatitis-C Drugs Adjustment | (\$4.37) |
| Actual Year-Two less Hep-C Adjustment | \$381.23 |
| Variance to Adjusted Baseline | \$9.78 |
| 50% Shared Savings up to 7% Reduced ^{2,3} | \$618,644 |
| Member-Months | 126,503 |
| Annualized Potential Shared Savings | \$674,884 |
| ¹ Claims paid through 12/31/17 | |
| ² Depends on number of quality measures meeting target | |
| ³ 50% up to 7% of Baseline Cost-of-Care Budget | |
| Zero Measures = \$0 | One Measure = \$84,361 |
| Two Measures = \$168,721 | Three Measures = \$253,082 |
| Four Measures = \$674,884 | (Annualized) |

WHATS NEXT

