



Maximizing Value-Based Reimbursements

Presented by Sharecare Hawkins

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Agenda



Address the opportunity your practice has to increase reimbursement



Address MIPS, the most common program providing increased reimbursements based upon the quality information you report annually



Identify other topics for increased revenue to be covered in future webinars

Value Based Programs

- CMS and many Health Plan programs provide incentive revenue.
- For orthopaedic practices, the opportunity can be 5% additional revenue, depending on the program.
- The largest program, in terms of providers, is the CMS Merit Based Incentive Payment System (MIPS).

There are two opportunities to earn incentive revenue:



CMS awards \$500,000,000 annually to those practices designated as “exceptional performers.”



CMS allocates any penalty fees collected for noncompliance among those who complied with the program requirements.

Value Based Programs

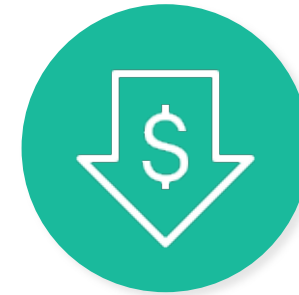
Frequently address the “Triple Aim” Objectives



Improving the *patient experience* of care



Improving the *health of populations*



Reducing the per capita cost of health care.

Two common challenges for providers

1. Electronic medical records systems were designed in a fee for service world
2. We don't have vital signs in Orthopaedics – must rely on patient reported outcomes



The Hawkins Foundation



Established in 2005, mission to improve outcomes thru research/education – positioning us to help you take advantage of compensation programs based on a value assessment



Created first Sports Medicine Focused CMS approved Quality Clinical Data Registry - along with measures created for Sports Med applications, including Risk Adjustment algorithms



Developed the metrics and processes that allow orthopaedic surgeon and/or practice to prove value (to CMS, Employers, Commercial Payers etc.)



Partnership with Sharecare

Sharecare brings a digital expertise that delivers the critical data required to measure value



Data from Patients - Preferences and Pain/Function assessments



Data from EMR/PM systems – Risk factors, Treatment Codes etc



Collection/Security/Algorithms/Report capabilities



Over 40 million consumers interact with the Sharecare APP



Sharecare direct connects to the industries primary EMR's



History of success in improving the patient/provider experience

Case #1

Who?

- Practice with 25 physicians supported by mid-levels and therapists

Paradigm when we met

- MIPS goal – pay no penalty
- Quality measures contemplated included:
 - Percentage of children, age 0-20 years, who have had tooth decay or cavities

Results produced

- MIPS exceptional performer bonus earned every year (\$190,000 annually)
- Quality measures revised to be orthopaedic relevant

Case #2

Who?

- Practice with 6 physicians supported by mid-levels and therapists

Paradigm when we met

- MIPS goal – pay no penalty
- Quality measures of their orthopaedic specialty EMR limited them to choices among 7 measures

Results produced

- MIPS exceptional performer bonus earned every year (\$62,000 annually)
- Quality measures selected from 40+ orthopaedic relevant measures

Case #3 – AANA Member

Who?

- Practice with 1 Surgeon, 1 Sports Med Family Practice Dr supported by mid-levels and therapists

Paradigm when we met

- MIPS goal – pay no penalty
- Not clear on reporting methods or data sources, SOS? - EMR?

Results produced

- Currently working with Administration to determine best measures for 2021 reporting year
- Establishing plan for monthly data review and coaching

Sharecare Hawkins/AANA Partnership

- Work with each member to maximize value-based reimbursement
- "CPA services" vs HR Block reporting



Use orthopaedic measures that fit with your practice and workflow



Link the patients with gaps to the schedule



Analyze the scoring benchmarks for results impact



Deliver the gap closing action for inclusion as part of the scheduled encounter



Identify gaps in quality performance/documentation by patient



Update performance results daily

AANA Partner Program

Free introductory audit to measure your potential MIPS benefit

Compliance only

- Collect member data
- File MIPS results with CMS

Software and Compliance

- Connect to EMR and provide full access to dashboards and reports
- Collect member data and file MIPS results with CMS

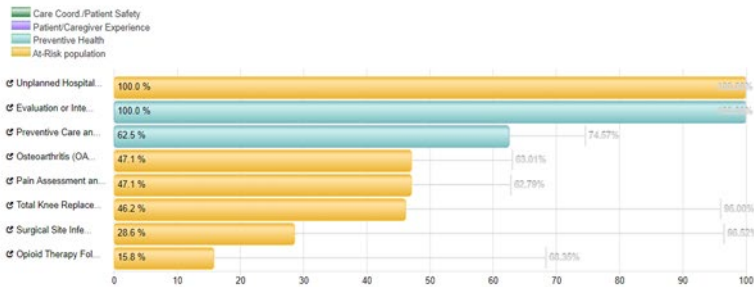
Results Improvement Program

- Connect to EMR and provide full access to dashboards and reports
- Monthly coaching calls led by Sharecare Hawkins to review results and quantified opportunities to improve results
- Collect member data and file MIPS results with CMS

Three levels of service designed for AANA members

Orthopaedic Dashboards

Summary Page – All Providers, All patients, All Measures



Quality Score Estimate

34.43 / 45

*Final scoring is performed by CMS and is subject to change. This score is an estimate based on currently available data.

Populations	Patients	Needing Attention
All Patients	91	43
Preventive	91	6
Other At-Risk	79	38

Last updated 8 hours ago

Provider Type

Primary Provider

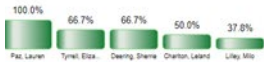
Appointment Provider

Time Periods

Today's Schedule

Programs

- Internal Medicine Specialty Set - MIPS
- Nephrology Specialty Set - MIPS
- Neurology Specialty Set - MIPS
- Neurosurgery Specialty Set - MIPS
- Ophthalmology Specialty Set - MIPS
- Orthopedic Specialty Set - MIPS
- Pathology Specialty Set - MIPS



Patient Chart - Dingess, Alexandra (Deering, Sherrie C.)

Age	Sex	Height	Weight	Last Visit	Next Appt	
946	74	Female	70	174	2020-08-20	2020-06-14

Email: fakeemail@visualizehealth.co
Phone: 1 (555) 843-5434

Patient Screening

Fall Screening Date Medical Reconciliation Date Colonoscopy Date Mammogram Date

2019-06-14

Insurance

Primary Payer	Secondary Payer
Payer 1	Payer 2

HCC Scores

6 Months	Missing	Total
0.0000	0.4980	0.4980

HCC Diagnosis Missing

Code	Dx Description	Diagnosed	Category	Weight
M009	Pyogenic arthritis, unspecified	5/12/2019	41 - Bone/Joint/Muscle Infections/Necrosis	0.368

Suggested HCC Diagnoses

No diagnosis suggestions found for this patient.

[View HCC Risk Detail](#)

- Attention List
- No BMI screening in past 12 months.
 - No pain assessment, no explanation given on 4/4/2020

AANA Partner Program Pricing

Compliance only

- Collect member data
- File MIPS results with CMS

One-time \$500 implementation fee; \$589 annual fee

Software and Compliance

- Connect to EMR and provide full access to dashboards and reports
- Collect member data and file MIPS results with CMS

One-time \$1,000 implementation fee; \$1,129 annual fee

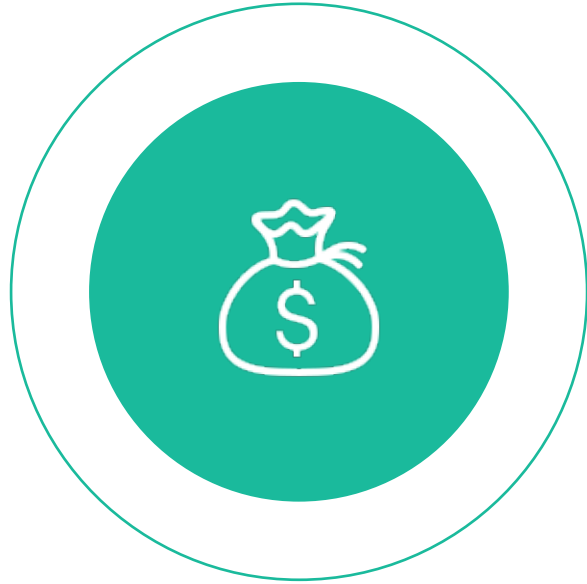
Results Improvement Program

- Connect to EMR and provide full access to dashboards and reports
- Monthly coaching calls led by Sharecare Hawkins to review results and quantified opportunities to improve
- Collect member data and file MIPS results with CMS

One-time \$1,500 implementation fee; \$639 annual fee; 9.5% sharing in exceptional performer bonuses

Three levels of service designed for AANA members

The Value to Your Practice



**YOU DON'T MISS REVENUE THAT'S
ON THE TABLE**



**INCREMENTAL REVENUE GENERATED
MORE THAN COVERS OUR FEES**

Getting Started



Provide us the contact info for the person in your practice



We'll schedule a demo to get into the specifics of how we produce results and how we work with your staff

We have a contact website for you: <http://aana.org/hawkins>

Questions?



Future Value Based Reimbursement Topics



MIPS changes affecting 2021



Collecting and using patient reported outcomes



Bundled Payment for Care Improvement – Advanced (BPCI-A) bonus programs



Accountable Care Organizations



**Thank you for participating
in tonight's discussion**

Visit

<http://aana.org/hawkins>

for more information