



# Sustaining Improvement Workshop Series

## Workshop#1: Before Visit



National **Kidney** Foundation™  
of Hawaii



# PRACTICE SUPPORT

Best practice workshops  
Individualized Coaching  
Strengthen IT resources

Hired consultants  
Facilitate CPC+ support  
Hire manager & staff to  
deploy services  
Engage Data Analyst & QI  
Expertise

# RESOURCE CENTER

Establish Care  
Coordination hub of  
critical services:

Transitions of Care  
Complex Care  
Management  
Diabetes Management  
Behavioral Health, ACP  
Referrals fro Palliative  
Care/Hospice

# OPERATIONS

Strategically align  
interests & serve as  
steward for financial &  
other resources

Oversee & deploy  
resources  
Manage contracts, HR, IT  
Engage membership &  
community  
Set policies & procedures  
Organize annual  
Symposium

ACRONYMS:

MIP S TCM

C QRS

MACRA

QPP

CPIA

P T

C P I Q I A W V

R Q Q

P T A P M

C

T C O C

e C Q M

CMS

+



H E D I S

CCM

# WEBSITES:

## **CPC+ HELPDESK**

[CPCPlus@cms.hhs.gov](mailto:CPCPlus@cms.hhs.gov)

## **CPC+ WEBINARS**

<https://engage.vevent.com/index.jsp?eid=7381&ecid=64>

## **CPC+ eCQM**

<https://innovation.cms.gov/Files/x/cpcplus-qualrptpy2017.pdf>

## **MIPS – QPP WEBSITE**

<https://qpp.cms.gov>

## **HMSA Payment Transformation Toolkit**

[https://hmsa.com/portal/provider/zav\\_pel.aa.PAY.100.htm](https://hmsa.com/portal/provider/zav_pel.aa.PAY.100.htm)

## **HMSA P4Q**

[https://hmsa.com/portal/provider/1180-7076\\_P4Q\\_Guide\\_Commercial\\_QUEST\\_AA\\_Primary\\_Care\\_010117.pdf](https://hmsa.com/portal/provider/1180-7076_P4Q_Guide_Commercial_QUEST_AA_Primary_Care_010117.pdf)



MOVING FROM  
VOLUME  
BASED  
CARE

TO VALUE-BASED  
CARE



# WORKSHOP SERIES OVERVIEW

## Workshop 1



- Empanelment
- Pre-visit planning
- Care Team
- Guidelines

## Workshop 2



- Visit flow
- Care plan
- Patient self-management

## Workshop 3



- Monitoring panel
- Closing referral loops
- ED and Hospital follow up

# WORKSHOP TIMELINE AND CALENDAR



Workshop 1  
FEBRUARY &  
MARCH

- Session 1 = What & Why
- Session 2 = break out sessions - How

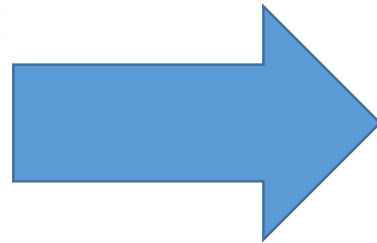
Workshop 2  
APRIL &  
MAY

- Session 1 = What & Why
- Session 2 = break out sessions - How

Workshop 3  
JUNE & JULY

- Session 1 = What & Why
- Session 2 = break out sessions - How

# VOLUME BASED CARE



# VALUE-BASED CARE





BEFORE VISIT

EMPANELMENT

CARE TEAM

PRE-VISIT  
PLANNING

GUIDELINES



BEFORE VISIT

# EMPANELMENT

Provider and team **actively manage assigned patients** so that continuity of care and access can be sustained

## WHY?

**Empanelment is a proven method to create continuity for both patients and providers.**

**In turn, patient continuity is associated with reductions in:**

- **appointment demand,**
- **hospitalizations,**
- **referrals,**
- **labs and imaging,**
- **prescriptions, and**
- **no-show rates**



BEFORE VISIT

Provider and team actively manage assigned patients so that continuity of care and access can be sustained

## EMPANELMENT



**Attribution**

**Risk  
Stratification**

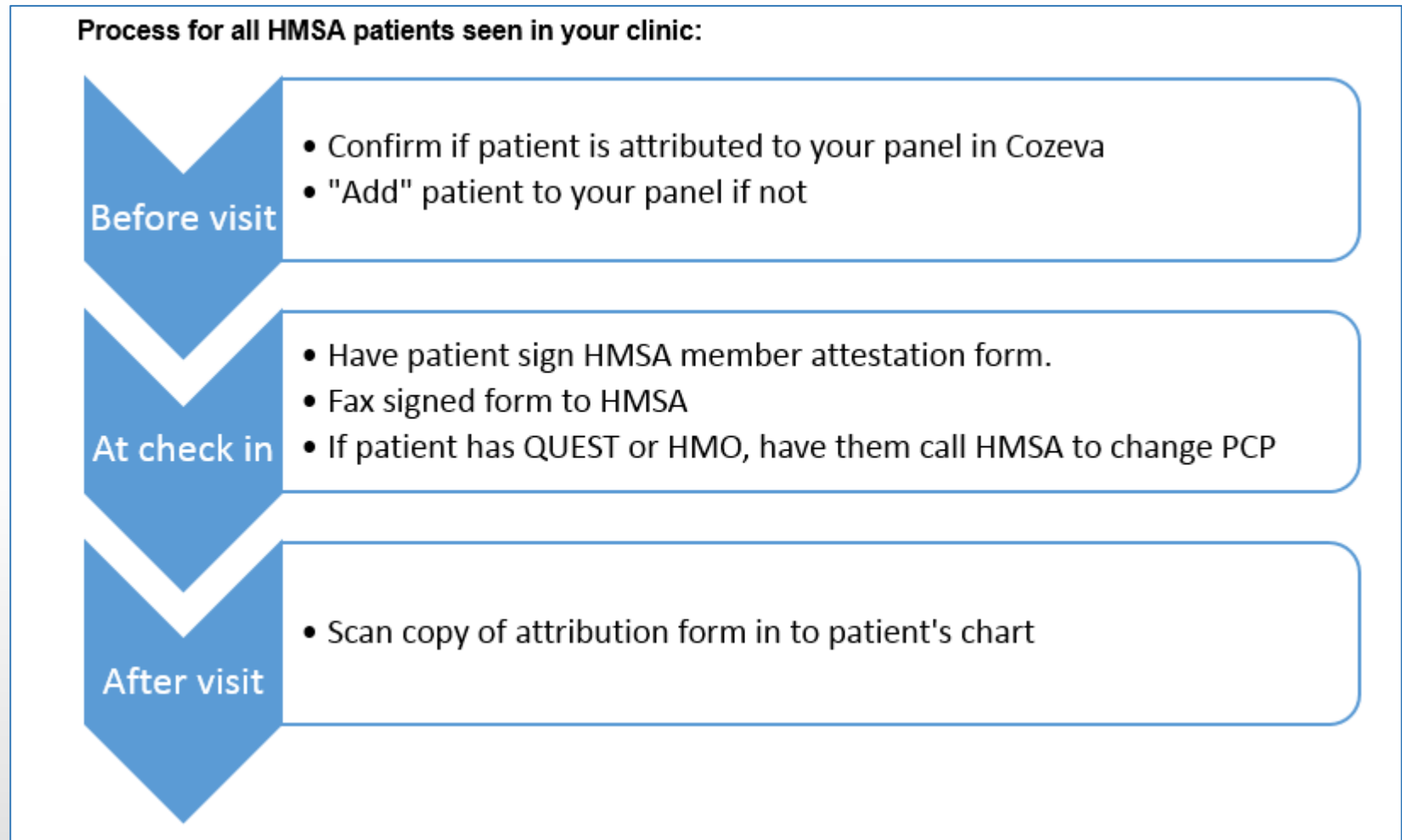
**Touches**

**Annual Wellness Visits**

# Attribution

- Links each patient with an assigned provider or team
- Panel assigned by the insurance company
  - Member selection
  - # of visits
  - Recently seen
  - CMS (CPC+): Annual Wellness Visit

*HMSA process detailed in PT Toolkit*



# Risk Stratification



**PREDICT**

risk



**PRIORITIZE**

interventions



**PREVENT**

Negative outcomes





# Risk Stratification

LOW RISK

MEDIUM RISK

HIGH RISK

## IDENTIFYING PATIENT PANEL CHARACTERISTICS:

- Healthy
- Chronic Disease
- High Risk/Complex

WHY?

REDUCE COST, BETTER COORDINATE CARE

# Risk Stratification

**KEEP THEM HEALTHY!!**  
PREVENTATIVE  
SCREENINGS, WELLNESS  
& EDUCATION

**LOW RISK**

**MEDIUM RISK**

**HIGH RISK**

## **HMSA ENGAGEMENT MEASURES:**

Sharecare Real Age  
Assessment, Engage  
Ecosystem

## **HMSA PERFORMANCE MEASURES:**

Preventative  
Screenings,  
immunizations,

# Risk Stratification

**KEEP THEM  
CONTROLLED!!**

EDUCATION,  
MEDICATION  
MANAGEMENT,  
COACHING ON  
LIFESTYLE CHANGES

LOW RISK

MEDIUM RISK

HIGH RISK

**HMSA ENGAGEMENT  
MEASURES:**

Sharecare Real Age  
Assessment, Engage  
Ecosystem

**HMSA PERFORMANCE  
MEASURES:**

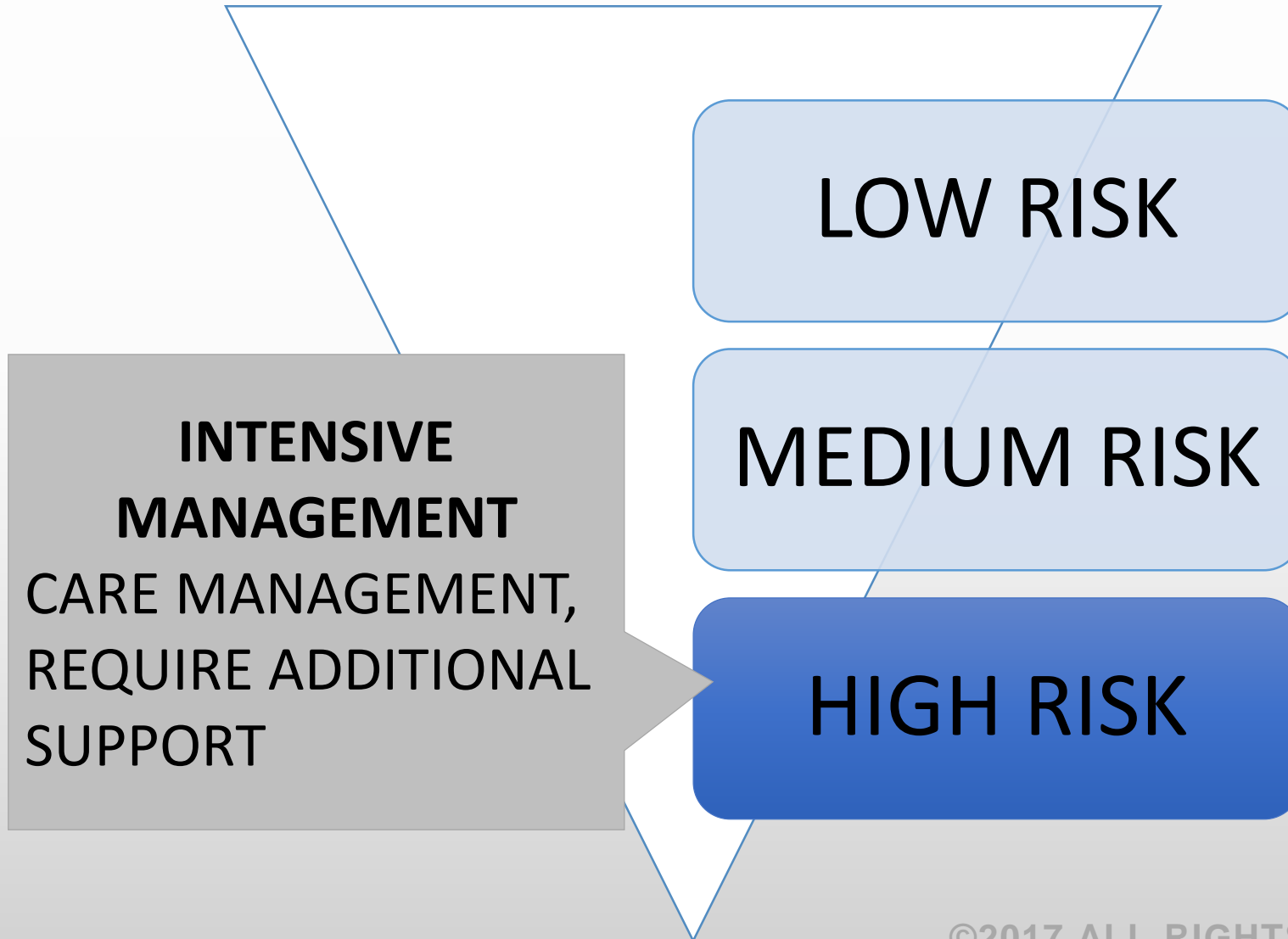
Preventative  
Screenings,  
immunizations,

**HMSA PERFORMANCE  
MEASURES:**

Diabetes Care, RCC,  
Total Cost of Care,



# Risk Stratification



## **HMSA ENGAGEMENT MEASURES:**

Sharecare Real Age Assessment,  
Engage Ecosystem

## **HMSA PERFORMANCE MEASURES:**

Preventative Screenings,  
immunizations,

## **HMSA ENGAGEMENT MEASURES:**

Sharecare Real Age Assessment,  
Engage Ecosystem

## **HMSA PERFORMANCE MEASURES:**

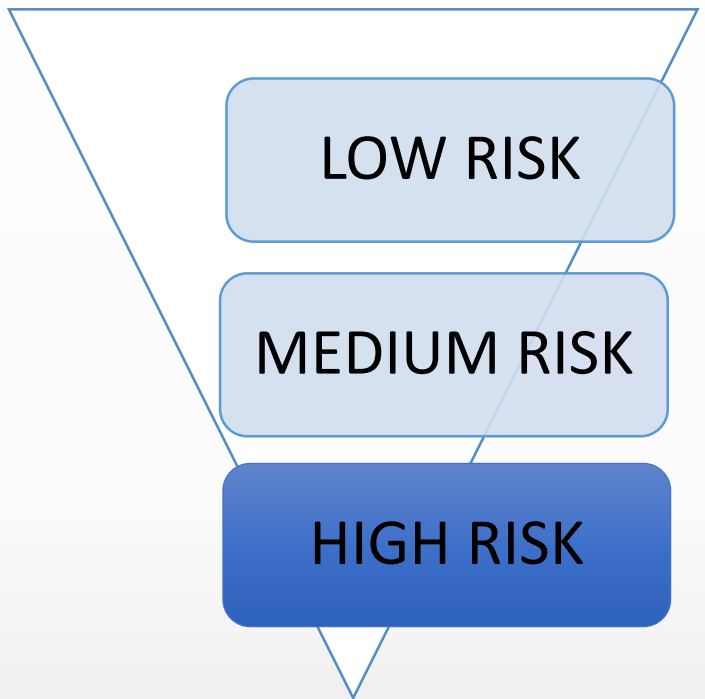
Diabetes Care, RCC, Total Cost of  
Care,

## **HMSA RESOURCES:**

POST, PMSO,

## **EHI RESOURCE CENTER**

# Risk Stratification

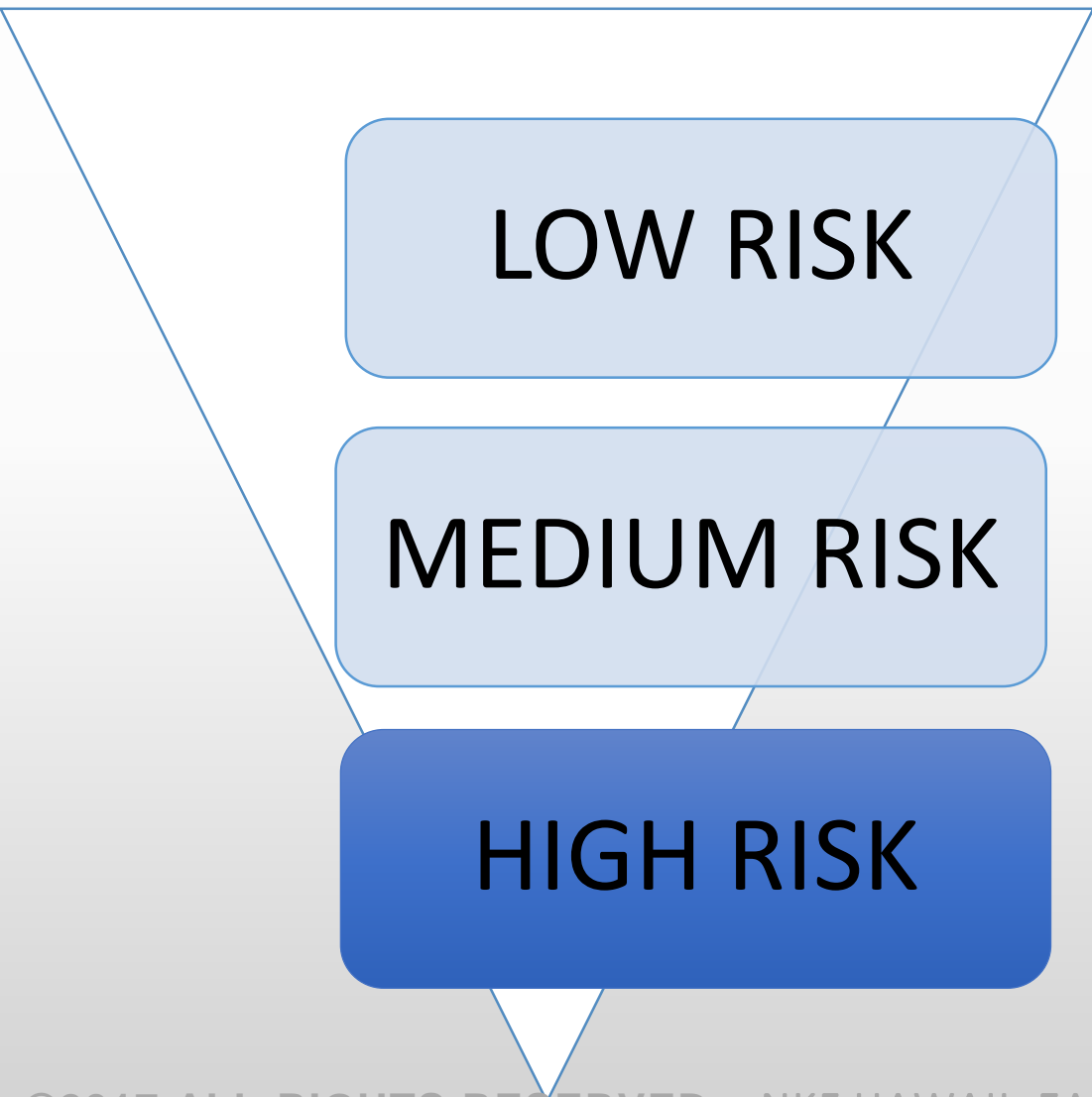


The main content area consists of four strategic pillars arranged in a 2x2 grid, each with an icon and a descriptive text box.

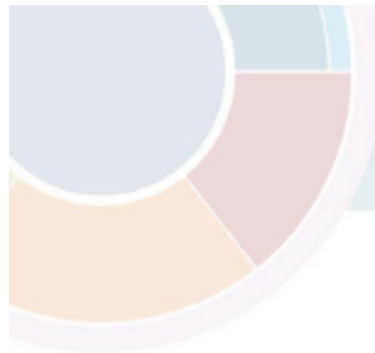
- Increase quality of care** (Icon: Doctor with stethoscope)  
Strengthen care management to enhance the wellness of your chronically ill patient populations, helping you to achieve better outcomes
- Optimize new revenue streams** (Icon: Document with dollar sign)  
Help increase appointment volumes and patient interaction between office visits with no impact on current personnel, directly affecting workflows and optimizing practice revenue
- Improve patient experience** (Icon: Doctor with patient)  
Give patients the support they need with a dedicated care manager and unique plan that they are more likely to follow because of the individualized instruction
- Manage risks and transitions** (Icon: Person with a large blue circle)  
Deliver improved medical outcomes and quantifiable savings through patient care management, tracking, and cost containment of high-risk patient cases



# Risk Stratification



CPC+ Functions	Program Milestones
Care Management	<ol style="list-style-type: none"> <li>1) Provide care management to all patients identified as at increased risk and use care plans.</li> <li>2) Ensure patients with ED visits receive a follow up interaction within 3 days of discharge.</li> <li>3) Contact at least 75% of patients who were hospitalized in target hospital(s), within 2 business days.</li> </ol>
Comprehensiveness and Coordination	<ol style="list-style-type: none"> <li>1) Identify high volume, high cost specialists,</li> <li>2) identify high volume ED,</li> <li>3) Improve timeliness to notifications,</li> <li>4) use collaborative care agreements with 2+ specialists,</li> <li>5) integrate behavioral health into care</li> <li>6) assess patient's psycho social needs with evidence based tool,</li> <li>7) identify resources for psychosocial needs,</li> <li>8) identify target population and create plan to meet those needs.</li> </ol>



# Care Delivery Requirements: Care Management

Requirements for

## Track 1



Risk stratify all empanelled patients 



Targeted, proactive, relationship-based care management to all patients identified as at increased risk and who are likely to benefit from intensive care management



Short-term care management with medication reconciliation to high and increasing percentage of empanelled patients who have a hospital admission/discharge/transfer and who are likely to benefit from care management



Patients with ED visits receive a follow up interaction within one week of discharge




Contact at least 75% of patients who are hospitalized in target hospital(s) within 2 business days


Requirements for

## Track 2



Use a two-step risk stratification process for all empanelled patients 



Use a plan of care centered on patient's actions and support needs in management of chronic conditions for patients receiving longitudinal care management 

TRACK	CMF: CARE MANAGEMENT FEE (PBPM)	PBIP: PERFORMANCE-BASED INCENTIVE PYMNT (PBPM)	FEE SCHEDULE PYMNT
1	AVG \$15	\$2.50 based on utilization, quality & patient experience	FFS
2	AVG \$28	\$4.00 based on utilization, quality & patient experience	Reduced FFS w/prospective CPCP



## Longitudinal

- Systematically risk stratify empanelled population
- Proactively monitor
- Co-manage care with specialists
- Self-management support
- Long-term, personalized care management using care plan



## Episodic

- Event triggers
- Follows-up with patients post discharge
- Accurate information shared across care settings (hospital to home, hospital to skilled nursing facility)
- Medication reconciliation
- Short-term care management support



reminder

**ED VISITS, HOSPITAL ADMIT/DISCHARGE/TRANSFER**



# Touches

Proactively IDENTIFY, OUTREACH & TRACK all patients on your panel to:

- Check on their wellbeing
- Provide information, education
- Invite them in for a wellness exam
- Notify them that they are due for a follow up visit and/or tests, screenings

## HMSA ENGAGEMENT MEASURES:

### Panel Management

## Panel Management

### Description

PCPs will check on the well-being of all individual members in their panel at least once a measurement year. This requirement will be measured using an annual member survey administered to a sample of each provider's attributed members at the end of the measurement year.

- In the last 12 months, did this provider or someone else from their office contact you about your health and well-being? (Check all that apply.)

- Had an in-person visit. (1)
- Called me. (2)
- Emailed me. (3)
- Provider interacted with me. (4)
- Texted me. (5)
- Sent me a letter, postcard, or other written communication. (6)
- No contact. (7)



reminder



# Annual Wellness Visit

Designed to help prevent disease and disability based on your current health and risk factors

- Focus on overall well-being
- Personalized prevention plan to help you stay healthy

It includes:

- Medical and family history
- Current providers and prescriptions
- Vitals
- Assess for cognitive impairment
- Personalized health advice
- Risk factors and treatment options
- A screening schedule for appropriate preventive services.
- Advance Care Planning

# Annual Wellness

## Visit

**CPC+:** Care Delivery Requirements

**CPIA:** Clinical Practice Improvement Activities (MIPS)



**Improvement  
Activities**

PROGRAM	CPIA	CPC+
Planned Care and Population Health	X	X
Behavioral Health Integration	X	X
Psycho-Social Assessments		X
Multi-Disciplinary Care Team		X
Dementia Care Management		X
Depression	X	X
Develop New Service For High Risk Pts.		X
Quality Improvement Program	X	X
Medication Reconciliation	X	X



# Annual Wellness Visit

## MIPS & CPC+: QUALITY MEASURES



Quality

Replaces PQRS.

Measure	MIPS	CPC+
Fall Risk Screening	X	X
Blood Pressure Screening & Follow Up	X	X
Depression Screening & Remission	X	X
Breast Cancer Screening	X	X
Colorectal Cancer Screening	X	X
Influenza Vaccine	X	
Pneumococcal Vaccine	X	
BMI Screening and Follow Up	X	
Tobacco Use Screening and Follow Up	X	X
Use of High Risk Medications	X	X
Dementia Screening and Follow Up	X	X
Cervical Screening	X	X
Initiation of Alcohol/Drug Treatment	X	X

# HOW DO WE DO THIS?





Key success factors:

***LEADERSHIP***  
***TEAMWORK***  
***COMMUNICATION***



BEFORE VISIT

**CARE TEAM**



**TEAM MEMBERS: Identified & defined**

**Providers**

**Leadership**

**Clinical staff**

**Clerical staff**

Tasks, roles & responsibilities are defined by skillset, protocols established.

BEFORE VISIT

## CARE TEAM



# Re-thinking & delegating

In a traditional practice model, failure to delegate often limits efficiency.



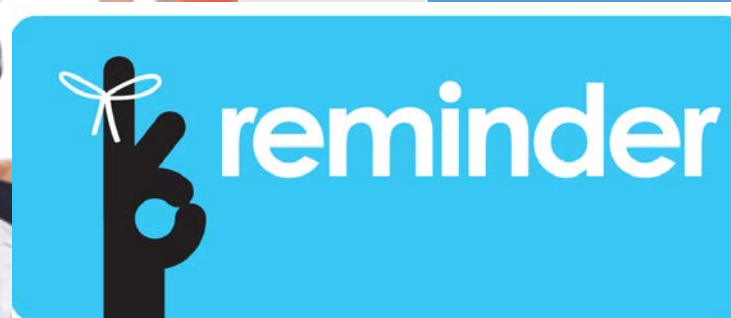
Each individual performs at the highest level of his or her qualifications.



BEFORE VISIT

# Daily HUDDLES, Weekly Care Team meetings, alternative visits

## CARE TEAM



### CPC+ Functions

### Program Milestones

#### Planned Care & Population Health

1) Conduct care team meetings at least weekly to review practice- and panel-level data, and use this data to guide testing of tactics to improve care & achieve practice goals in CPC+

#### Access & Continuity

1) Organize care by practice-identified teams responsible for a specific panel of patients to optimize continuity.  
2) Offer at least one alternative to traditional office visits such as e-visits, phone visits, group visits, nurse visits, home visits

BEFORE VISIT

# AMA's estimated cost savings by implementing an efficient pre-visit planning process in your office.

## PRE-VISIT PLANNING



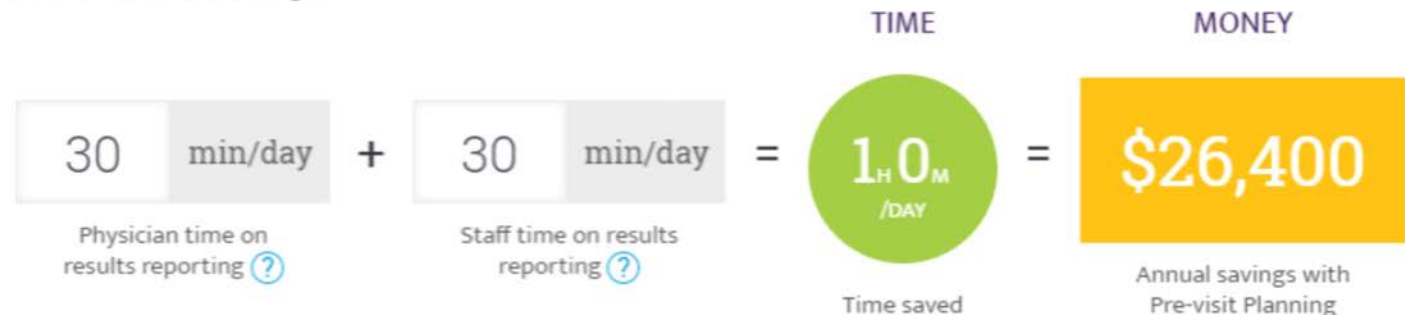
Your practice

\$ 3.00 /min  
Cost of physician's time

\$ 1.00 /min  
Cost of staff time

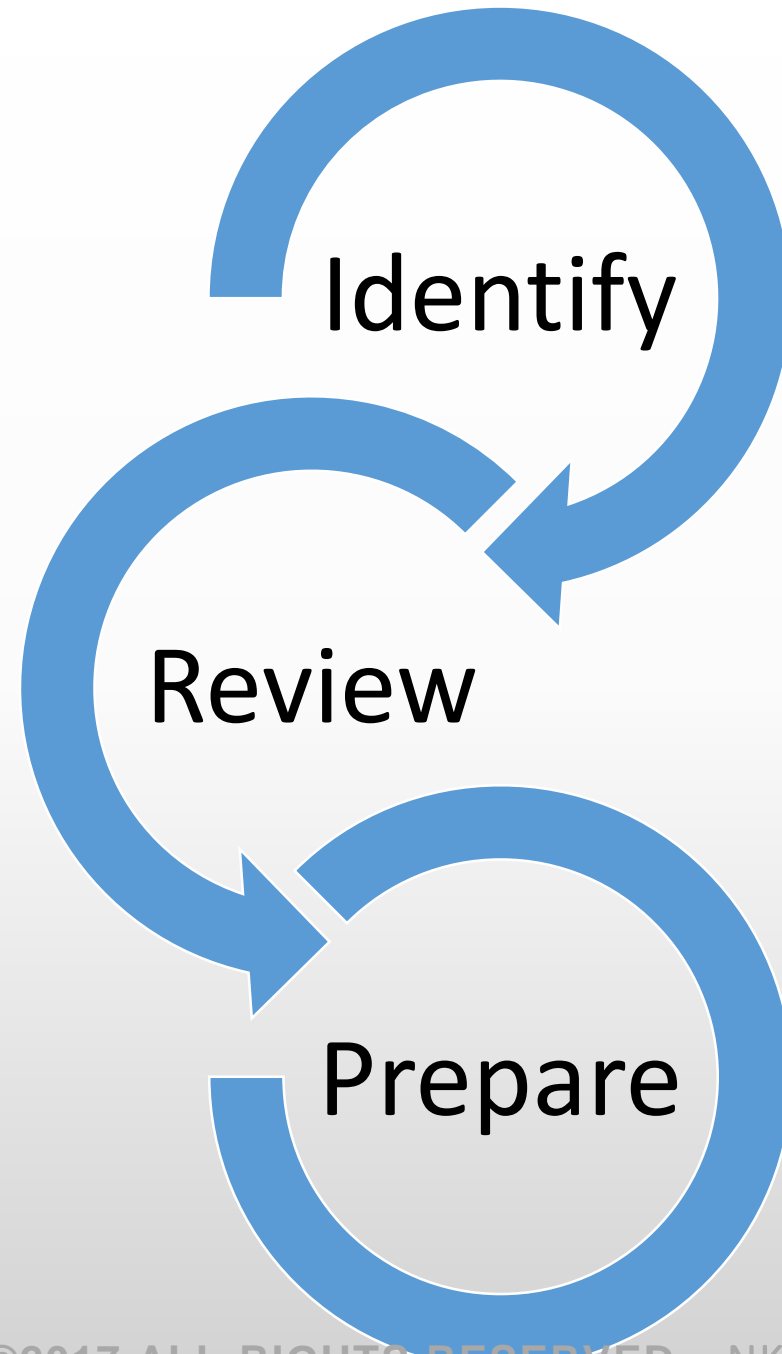
220 days/year  
Clinic days per year

Estimate savings



BEFORE VISIT

# PRE-VISIT PLANNING





Hawaii Independent Physicians Association

3/12 Rule: Yes No

PT (40,000)

Performance

BEFORE VISIT

PRE-VISIT PLANNING

REVIEW

Colorectal Cancer Screening	24%
Cervical Cancer Screening	56%
Influenza Vaccine (Adult)	66%
Diabetes Care- HbA1c In Control (<=9.0)	62%
Diabetes Care- Blood Pressure (<=140/90)	1%
Diabetes Care- Medical Attention for Nephropathy	14%
Diabetes Care- Eye Exam	12%
Diabetes Care- Foot Assessment	37%
Diabetes Care- Kidney Assessment	37%
Diabetes Care- Medication Management	47%
Diabetes Care- Patient Education	1%
Advance Care Planning	7%

## Review Documentation Gaps

DOB - 7/22/1946    Risk - 5.029    Race -  
 Gender - Male    ATI - 8.940    Marital Status -  
 Patient:    Care Gaps - 1    CCDs - 0

Time Spent (Min) **0'** **ADD**

CASES    NOTES    **FACE SHEET**    CLINICAL    RISK PROFILE    ASSESSMENT    CARE GAPS

Selected Face Sheet: **HCC Face Sheet**

A	D	Diagnosis	Provider	Date
o	o	Acute Renal Failure (0.476)	ESQUENAZI, RAFAEL MSSP	4/20/15
o	o	Acute kidney failure NOS		
A	D	Amputation Status, Lower Limb/Amputation Complications (0.779)	AKHTAR, ADEEBA MSSP	10/21/14
o	o	Status amput othr toe(s)		
A	D	Aspiration and Specified Bacterial Pneumonias (0.672)	NGUYEN, KHOA MSSP	3/15/15
o	o	Pseudomonas pneumonia		
A	D	Atherosclerosis of the Extremities with Ulceration or Gangrene (1.413)	GUERRERO, JORGE MSSP	3/11/15
o	o	Gas gangrene		
A	D	Bone/Joint/Muscle Infections/Necrosis (0.498)	AKHTAR, ADEEBA MSSP	3/1/15
o	o	Osteomyelitis NOS-unspec		
A	D	Cardio-Respiratory Failure and Shock (0.329)	TAO, QINGGUO	4/26/15
o	o	Cardiac arrest		
A	D	Chronic Hepatitis (0.251)	LEWIS, JIMMIE MSSP	4/24/14
o	o	Chronic hepatitis with hepatomegaly		

practice fusion

Home

Schedule

Help    Kahealani Wa

Reports    **Diagnosis registry**    X

# Diagnosis registry

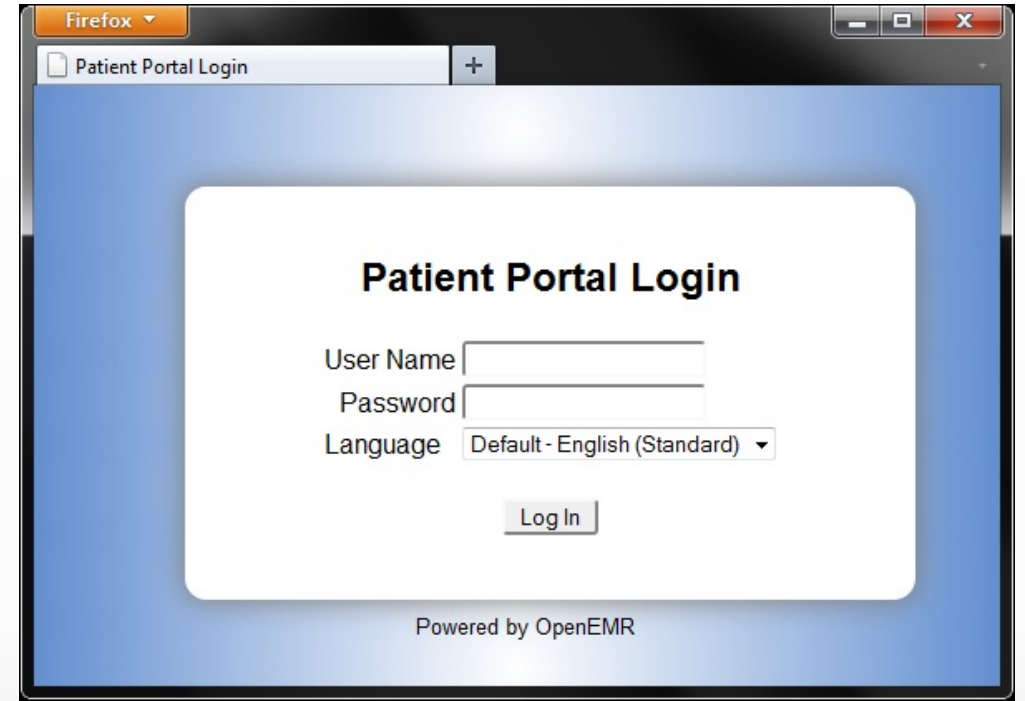
Actions

All Providers    DX    Search diagnoses    MM/DD/YYYY    to    MM/DD/YYYY    Run report

Show inactive DX

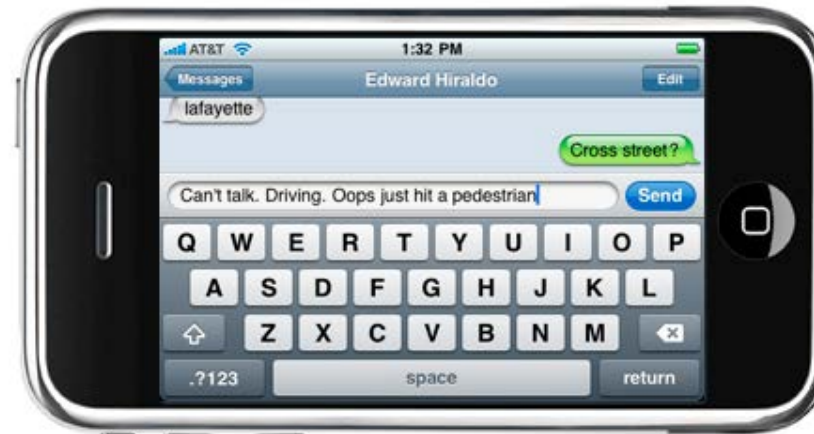
PATIENT NAME	CODE	DIAGNOSIS	DX DATE	LAST SEEN	PROVIDER

BEFORE VISIT



PRE-VISIT PLANNING

PREPARE



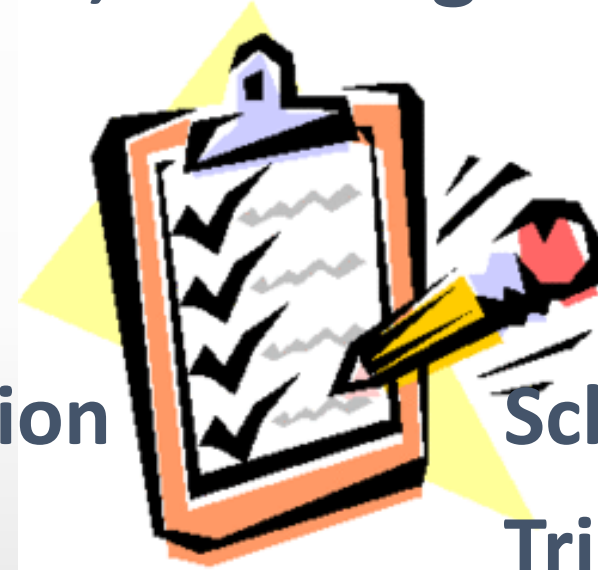
BEFORE VISIT

## GUIDELINES

Guidelines and  
Protocols

Written guidelines for:

Frequent tasks, evidence based  
guidelines, standing orders



Documentation

Scheduling

Messaging

Triage protocols

Prescription refills

Preventative care

Chronic disease management

BEFORE VISIT

# GUIDELINES

## Guidelines and Protocols



## Trinity Clinic Whitehouse Automatic Refill Policy April, 2007

### Overview

The following pages contain details on how to administer our automatic refill policy. Our intent is to streamline, standardize and reduce waiting times for refills of medications. The policy emphasizes standard times and rules for refills that should result in improved safety and quality of care.

The medications are listed by generic and trade names and have attached a time during which the patient must have had an office visit in order to obtain an automatic refill from nursing staff. If the patient has not been seen within this time frame, a one-month supply of medication may be sent by nursing staff to the pharmacy of the patient's choice, but the patient must schedule an office visit within that month before any additional refill is issued.

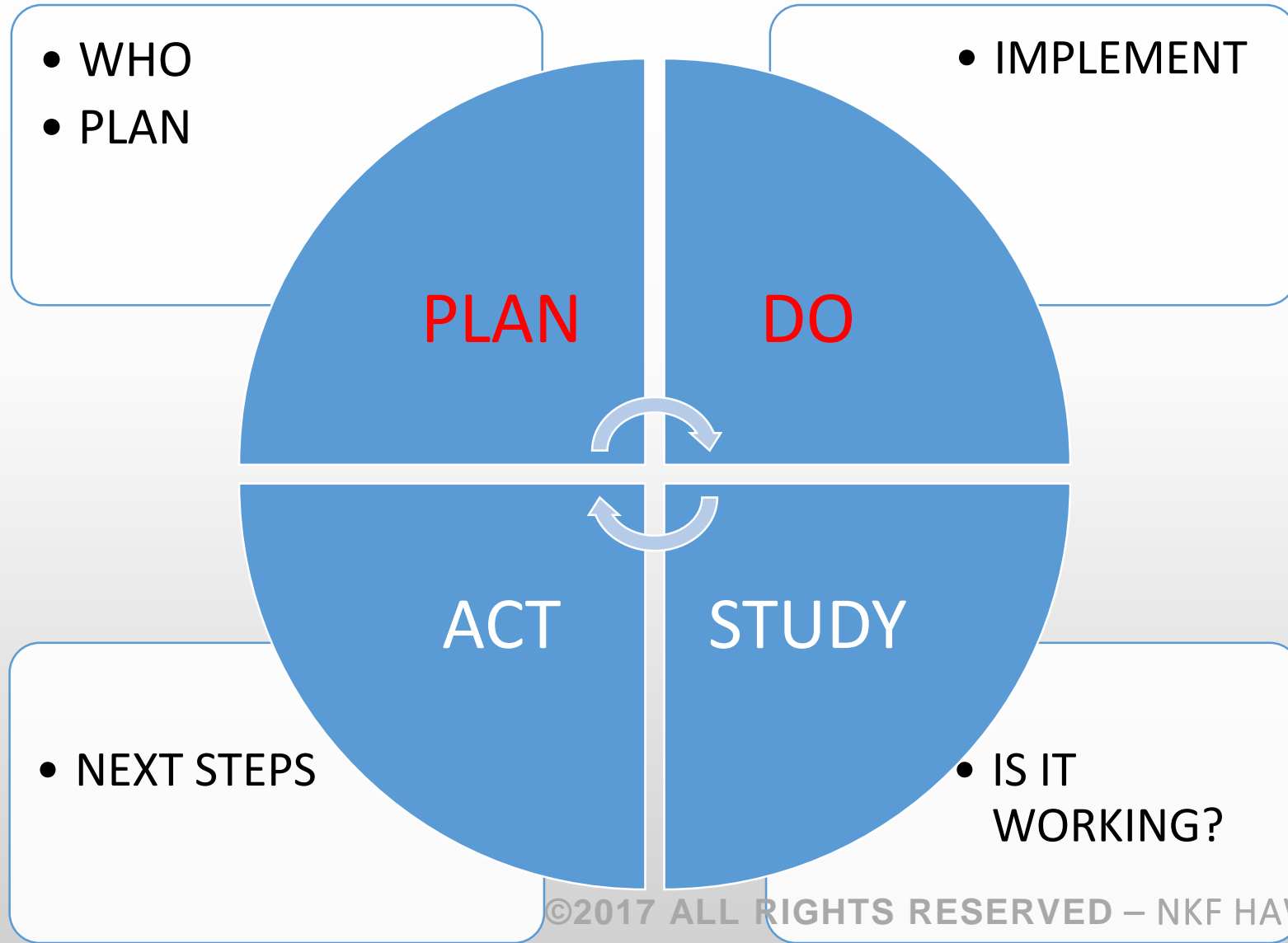
Under the following circumstances, an automatic, nurse-approved refill may **NOT** be given. The request should be forwarded to the treating physician in the form of a phone note:

- 1) There is a **NO SHOW** as the most recent "visit" in the chart.
- 2) A Trinity Clinic Whitehouse physician is not the original prescribing physician
- 3) The patient insists on doctor's review for a denial based upon protocol rules
- 4) The medication is in one of the following classes (these medications do not appear on the protocol):
  - Narcotics
  - Benzodiazepines
  - Antibiotics
  - ADD medication/triplicate
  - Oral steroids
  - Mood stabilizers (bipolar)
  - Rheumatology drugs (lupus, RA)
  - Sleeping pills

**Please note:** for antihypertensive medications, the patient must have had an in-person or virtual office visit within the past 6 months **AND** their last blood pressure reading in the flowsheet within that past 6 months must be less than 140 systolic **AND** less than 90 diastolic. This will ensure that patients are not missing their short-term follow-up visits for blood pressure medication titration.

If at any time there is a question about how to apply the policy, the default is to send the matter/question to the treating physician in the form of a phone note.

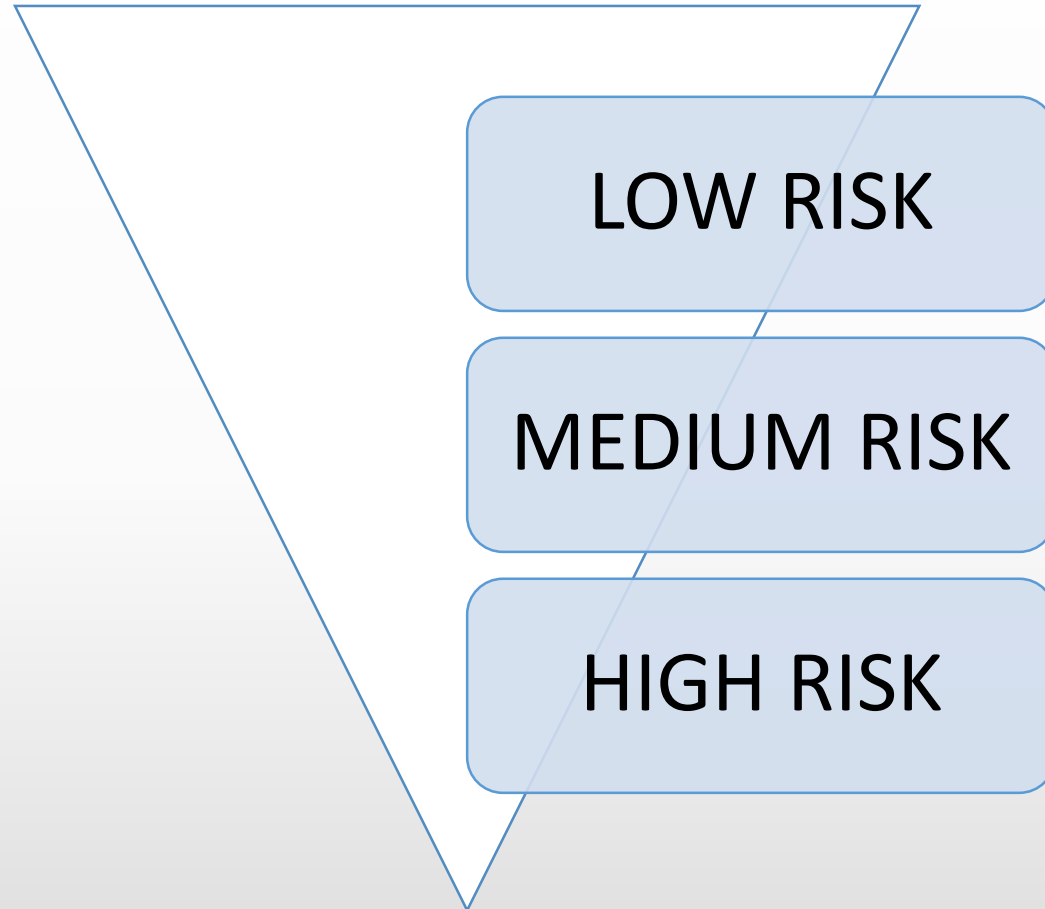
# QI ACTIVITY: ED VISITS & HOSPITAL ADMIT/DISCHARGE/TRANSFER





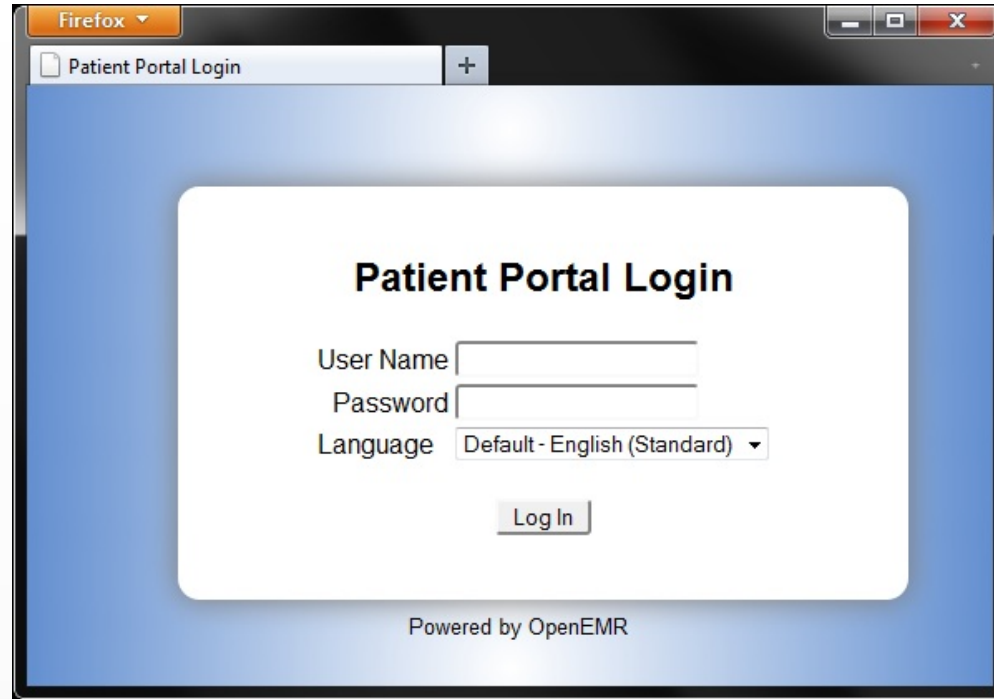


**TO DO:  
RISK STRATISFY**





**TO DO:**  
**TOUCH ALL OF**  
**YOUR PATIENTS**





**TO DO:  
IMPLEMENT  
DAILY HUDDLE,  
WEEKLY CARE  
TEAM MTG**







**TO DO:**  
**ADDRESS YOUR**  
**ED & HOSPITAL**  
**NOTIFICATIONS**





**TO DO:  
CPC+  
WEBINARS &  
OFFICE  
HOURS**

https://engage.vevent.com/index.jsp?eid=7381&tecid=64

 **CPC+ Webinar Series**

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Comprehensiveness and Coordination

 **CPC+**  
Comprehensive Primary Care Plus

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Multiple Registration  

**THANK YOU FOR YOUR PARTICIPATION!**

**PLEASE COMPLETE WORKSHOP EVALUATION**

**SIGN UP FOR BREAK OUT SESSIONS WILL BE SENT OUT**