February webinar
Thursday, February 24
2:00 to 3:00 p.m. ET

HOW CAN TELEHEALTH SUPPORT INTEGRATED MIND-BODY CARE?
01 Announcements and introductions

02 Presentations
- Benjamin Miller, PsyD | Well Being Trust
- William Beecroft, MD, DLFAPA | Blue Cross and Blue Shield of Michigan
- Kim Coleman, MD | United Physicians, Southeast Michigan

03 Panel Discussion
Moderated by Mary Giliberti, JD | Mental Health America

04 Audience Q&A
Panelists

KIM COLEMAN, MD
Chief Medical Officer, United Physicians, Bingham Farms, Michigan

WILLIAM BEECROFT, MD, DLFAPA
Medical Director, Behavioral Health, Blue Cross and Blue Shield of Michigan

BENJAMIN MILLER, PsyD
President, Well Being Trust
Behavioral Health
Collaborative Care Integration
Adult and Adolescent

William Beecroft, M.D., D.L.F.A.P.A.
Medical Director
Behavioral Health Strategy and Planning
The Collaborative Care Model *delivers behavioral health care in a primary care setting*, expanding the primary care team with a behavioral health care manager and a consulting psychiatrist.

Frequent contact

Infrequent contact

Unique to Collaborative Care

The PCP office bills the collaborative care codes and reimburses the psychiatrist.

The psychiatrist and care manager talk weekly to review the behavioral health caseload.
In 2014, The Milliman report was published and pointed to significant medical cost savings through effective adoption of integrated care.

- 14% of people with insurance were receiving treatment for mental health or substance use disorder:
  - This group accounted for more than 30% of the total health care spend
  - Of which behavioral health spend was approximately 35%

- General medical costs for treating people with chronic medical illness as well as mental health conditions were 2-3 times higher than those for treating people with physical health conditions only
- Most of the projected reduced spending is associated with facility, hospital and ED utilization
Today and on the horizon

- 84 new practices began delivering CoCM in 2021.
- Total to date: ~180 practices trained and delivering CoCM.
  - Represents 590 individual providers
- Launched CoCM for Adolescents pilot in September 2021.
  - 18 practices trained in 2021 with more scheduled in 2022
- CoCM value-based reimbursement started 9/1/2021 for ~800 PCPs.
- Ongoing practice support and educational webinars.

**Designation program in 2022**
- 138 practices nominated for CoCM designation currently
We began our training and support delivery in August 2020

Total claims 13,650 representing ~4,500 unique members!
Barriers

1. Code configuration
2. Reimbursement
3. Copays
4. Funding for education and practice transformation
5. Inertia
6. Current practitioner burnout
7. Patient registry/technology/integration
8. Case managers and psychiatric consultants with appropriate skillset

There are solutions to each of these issues both locally and centrally.
United Physicians-Array Telebehavioral Health CoCM Outcomes

February 2022
Average PHQ Score by Date of Latest PHQ

- Average of First PHQ Scores at EOM
- Average of Latest PHQ Scores at EOM

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## Panel Discussion

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| KIM COLEMAN, MD  
Chief Medical Officer, United Physicians, Bingham Farms, Michigan | MARY T. GILIBERTI, JD  
Chief Public Policy Officer, Mental Health America |
| WILLIAM BEECROFT, MD, DLFAPA  
Medical Director, Behavioral Health, Blue Cross and Blue Shield of Michigan |  |
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Q&A