



How ACOs and Payers Can Support the Primary Care Safety Net

Tuesday, March 21, 2023
Webinar: 1:00 – 2:00 PM ET
Member's Q & A: 2:00 – 2:30 PM ET



PANELISTS



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MODERATOR



**ANN GREINER,
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**President & CEO,
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The Cityblock Health care model captures value across the member journey by integrating boots-on-the-ground care with purpose-driven technology



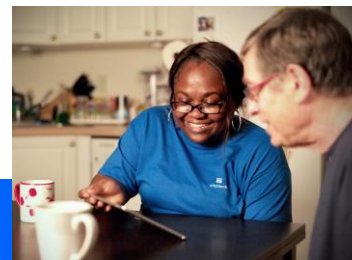
We find members and build trusted relationships...

- ✓ Boots-on-the-ground outreach
- ✓ Transitions of Care support with facility rounding
- ✓ Community Health Partners with social literacy of members lead engagement



...and leverage data to inform next best actions...

- ✓ 360° member view with SDoH and Behavioral Health data
- ✓ Real-time alerts and insights within workflows to identify gaps in care and rising risk members
- ✓ Interoperability with EHR



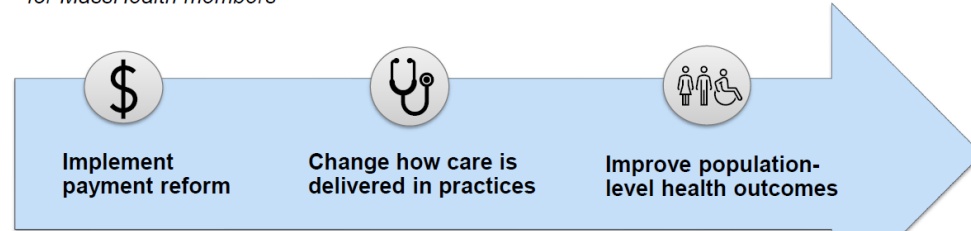
...to meet members where they are and deliver effective care

- ✓ 24/7/365 integrated primary care, behavioral health, social services, and care coordination
- ✓ Clinical staff (MD, RN, NP, BHS, LCSW, EMT, Paramedic)
- ✓ In-home routine and urgent care
- ✓ Convenient Neighborhood and Mobile hubs

The MassHealth primary care sub-capitation program presents two distinct opportunities for strategic alignment.

MassHealth 1115 waiver extension: Primary care sub-capitation

Changing how care is delivered to *improve population health outcomes* for MassHealth members



1. Replacing the incentive for visit volume with panel incentive

2. Adding funding for enhanced care delivery

• Change primary care payment from fee-for-service to risk-adjusted, prospective capitation

• Through a “tiered” sub-capitation model, increased payment will be tied to enhanced care delivery expectations to catalyze ongoing improvements in primary care services

• Support practices to implement integrated, team-based primary care

• Incentivize focus on:
• population health
• behavioral health integration
• children, youth, and families
• health-related social needs

• Catalyze progress towards improved outcomes:

- ✓ Incentivize team-based, integrated primary care
- ✓ Enable flexibility to “provide the right care, at the right time, in the right location”
- ✓ Improve member experience by enabling tailored services to member preference/need
- ✓ Improve provider experience and decrease burnout through flexibility in care delivery and consistent, reliable revenue

At the system level, we are seeing a trend toward risk with incentives contracts.

Risk Level	<div style="display: flex; justify-content: space-around; text-align: center;"> <div style="background-color: #2c4e64; color: white; padding: 5px;">High <i>TCOC risk with incentives</i></div> <div style="background-color: #a0c0e0; padding: 5px;">Medium <i>Some level of TCOC risk; some incentives</i></div> <div style="background-color: #d0e0f0; padding: 5px;">Low <i>Mostly FFS with some additional incentives</i></div> <div style="padding: 5px;">None <i>FFS only</i></div> </div>			
	% Total PC Lives	Pre 2018	2018-2022	2023+
Commercial	15%	BCBS, Tufts, HPHC <i>Some quality</i>	BCBS, Tufts, HPHC <i>Some quality</i>	BCBS, Pt32 <i>Enhanced earnables in all</i>
Medicare Shared Savings Prog (MSSP)	5%	FFS	MSSP <i>Track 1 plus (low risk)</i>	MSSP <i>Enhanced Risk Track</i>
Medicaid	35%	FFS	MH ACO Program <i>TCOC risk w/Quality</i>	MH ACO Program <i>TCOC risk w/ Quality, Equity, PC Cap Tier</i>
WellSense FFS <i>ACA, SCO</i>	15%	FFS	FFS	Opportunity to move towards risk with WS
All Others <i>e.g Medicaid limited, duals</i>	25%	FFS	FFS	FFS
BMC Supplemental Payments Tied to ACO Performance		None	SN funds at risk; tied to ACO Quality Score \$5M ('18) - \$21M ('22)	Significant incentives for ACO Quality, Equity \$28M (Quality), ~\$10M (HE)

What is CCPN?

Community Care Physician Network (CCPN) is an organization committed to helping independent practices remain financially viable, supporting high-quality care, maximizing satisfaction with the practice of medicine, and keeping control of healthcare in the hands of community-based physicians.

CCPN Numbers

CCPN Practices: 900+

CCPN Clinicians: 3,700

CCPN Practice Specialties

Family Medicine: 44%

Pediatrics: 18%

Behavioral Health: 15%

School-based/Student Care: 6%

Adult: 5%

Women's Health: 4%

OB-GYN: 3%

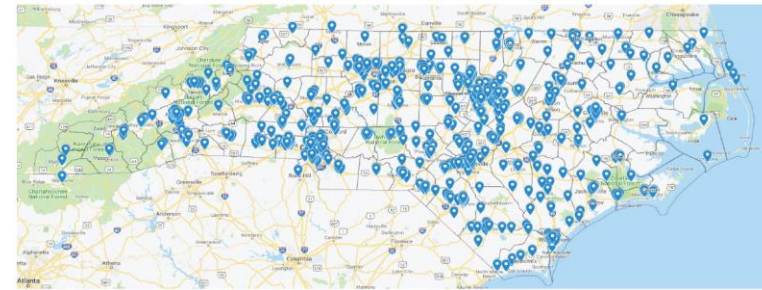


COMMUNITY CARE
PHYSICIAN NETWORK

The CCPN Difference

CCPN is focused on what matters most to our practices:

- Remaining financially viable
- Providing high-value care
- Maximizing satisfaction with the practice of medicine
- Physician ownership/self-governance by community-based physicians



For more info: <https://www.communitycarephysiciannetwork.com/ccpn-overview> or
<https://www.communitycarephysiciannetwork.com/at-a-glance>

CCPN Provider Services: Supporting Practices through Connection, Knowledge, and Action

Ways We Are Making This Happen

- Contracting Opportunities for Medicare Advantage, Medicaid, and Commercial
- Access to Practice PerfectSM and other data tools and solutions
- Connection to Billing & Coding and EHR Specialists
- Resources to support care coordination and care gap closure
- Access to home testing kits, mobile mammography, and other patient-friendly interventions
- Access to payer information and payer resources to decrease administrative burden
- New business solutions and opportunities (e.g., Group Vaccine Purchasing, Phreesia Platform)
- Connection to community resources
- Education and tools that support the NC Medicaid Tier 3 Advanced Medical Home Model
- Connection to physician champions for peer-to-peer support
- Assistance in discovering practice pain points and developing solutions

For more info: <https://www.communitycarephysiciannetwork.com/provider-services>



The Center for Community-Based Primary Care is dedicated to improving access to high quality primary care in North Carolina, especially within rural and underserved communities.

For more info: <https://www.communitycarenc.org/the-center-for-community-based-primary-care>

Key Center Projects

Workforce Pathway - Directly impact the critical shortage of primary care physicians in North Carolina, particularly in rural areas and other underserved communities by increasing interest in Family Medicine, Pediatrics, Behavioral Health, and independent primary care.

Clinical Innovation - Improve access to primary care by creating innovative programs and initiatives that narrow healthcare disparities, are based on collaborative care models that integrate behavioral health into primary care and utilize sustainable partnerships with third-party vendors.

Care Advocates - Establish a unified voice in concert with other mission-aligned organizations in advancing primary care opportunities and support. Represent the influence and expertise of CCPN, experts, and key physician leaders when engaging with philanthropic organizations to seek funding for scholarship programs, expanding incentives and developing innovative delivery and primary care payment models.



Audience Q&A



Thank you!

- Check us out at:
 - Website: [Primary Care Collaborative \(pcpcc.org\)](http://pcpcc.org)
 - Twitter: @PCPCC
 - LinkedIn: <https://www.linkedin.com/company/primary-care-collaborative>