ATTRIBUTION: FRIEND OR FOE?
WHAT YOU NEED TO KNOW TO SUCCEED WITH ALTERNATIVE PAYMENT MODEL

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Attribution
Per Capita
Per Episode

MGMA HEALTH CARE CONSULTING GROUP

TOTAL COST OF CARE

MGMA

It's really about...

We think it's about...

MGMA
Primary care docs will have to choose specialists and facilities that are the best value (quality/cost):

- No more golfing buddies
- No more local/next door referrals
- Patients willing to drive to save money, yet quality

**Quality and Resource Use Report**

**Cost Composite**
- Indicates how your practice performed relative to peers—cost
- **Lower numbers are better**

**Cost by Attribution (Per Capita & MSPB)**
- Indicates how your TIN compares to peers in cost measures
- **Lower numbers are better**
WHAT IS YOUR VALUE PROPOSITION?

VALUE = QUALITY/COST

QUALITY

QUALITY ASSURANCE

- Finite number of measures

QUALITY IMPROVEMENT

- Infinite list of ways to improve
- Highly effective teams produce high quality results
SUSTAINA’S GOALS: IMPROVE PATIENT, PCP, AND OUR EXPERIENCE

**PATIENT**
- Improve access
- Help navigate system (Pt. engagement)

**PRIMARY CARE**
- Streamline referrals: Care coordination
- Improved access for urgent PT referral

**OUR EXPERIENCE**
- Twice daily administrative time
- Highly effective team

OUR PATH TO SUCCESS:
Let’s revamp the schedule!

IMPROVED SURGERY EFFICIENCIES:
- Patients are discharged home same day after LAVH and vaginal hysterectomies. They are admitted as an outpatient (not same day/overnight/observation)
- Improved surgical tray costs ($~$3500 to $150 for hysterectomy tray)
- Reduced unnecessary labs
- Early recovery after surgery techniques
- Patient engagement: Benefits and postop coaching
INTERNAL TEAMS
- Staff works at highest level
- Mission is important
- Right person at right job

EXTERNAL TEAMS
- Care Coordination Agreements
- Includes labs, radiology, ancillary services
- Seamless care for patients - no wasted moves

MA VISIT
- UTI, Vaginitis, STD testing
- 9-1-1 visits
- Administrative time
- Two MA system

Care Coordination Agreements Underway
Behavioral Health Embedded into office

QUALITY IMPROVEMENT INITIATIVES TO IMPROVE PATIENT, PCP, AND OUR EXPERIENCE ADDED VALUE:
- The MA visit for UTI, Vaginitis, STD testing
- 9-1-1 visits
- Administrative time
- Two MA system
- Care Coordination Agreements Underway
- Behavioral Health Embedded into office
OUR VALUE PROPOSITION

QUALITY IMPROVEMENT PROJECTS ADDED VALUE:

- 9-1-1/MA VISITS: $257,908
- SURGERY EFFICIENCIES: $194,128
- LARC: MIRENA>LILETTA: $1,250/MONTH ($650/DEVICE)

2019 QUALITY IMPROVEMENT GOALS:

- FACILITY
- CHOICES
  - 2 MA SYSTEM
WHAT IS YOUR VALUE PROPOSITION?
- HOW ARE YOU UNIQUE?
- WHAT ARE YOUR QUALITY INITIATIVES AND YOUR CHOICES TO REDUCE COST?
- WHAT ARE YOUR FUTURE PLANS?

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