

First Performance Year Completed for Our Two Commercial Contracts – United and Cigna

Congratulations to the Trilogy Network (CIN)! In our first year, under contract as a clinically integrated network, we have achieved some successes and have learned some valuable lessons. In general, the network was able to demonstrate clinical quality that allowed us access to shared savings that were generated. These shared savings will allow a revenue distribution to the network this spring!

We have much more work to do in the next performance years. We have added to our contract portfolio by being accepted into the Medicare Shared Savings Program Track 1 (no downside risk), which increases our managed population to about 100,000 covered lives, with a cumulative medical spend in excess of \$250 million annually. Moving the needle of appropriate utilization through physician, patient, employer and payer engagement by even 1%, can generate substantial shared savings for the network.

Lessons Learned

Data management is not easy – this has prompted our move to Optum for our data aggregation and analytics partner. Optum, though under the United Health Group, is a totally stand alone organization that partners with many of the current Medicare ACOs as well as many of the commercial payers.

Integrating data reporting and actions into a practice takes time – We have seen with many of our Primary Care Providers (PCP) that these efforts are showing promise. Our clinical quality metrics in the areas of Preventive health and At risk/chronic disease populations were good and showed improvement.

Patient engagement and satisfaction are critical to improved clinical outcomes for a managed population – our diabetes program that has integrated population data, staff education, specialty referral coordination and direct patient education and resources has shown significant results in individual practices.

Moving hospital-based quality and utilization metrics is challenging – the, now infamous, measures of ED utilization, ED escalation to admission, Length of stay and Readmissions will take new strategies and commitments to move these needles.

Focus for Improvement in 2018

MetroCare will continue to bring to you more targeted information to assist with reaching higher quality scores, and work to facilitate coordination between inpatient and outpatient care to maximize cost reduction, while improving hospital metrics

Revenue Generation (Cost Reduction Areas)

- Increased Coordination
- Decreased Utilization
- Reduced Pharmacy Spend

Revenue Retention (Higher Quality Scores)

- At Risk/Chronic Population (Diabetes Initiatives)
- Preventive (Screenings, Well Care and Vaccines)

Improved Information and Initiatives

- Gaps in Care Reporting
- AWW / Preventive Visit Implementation
- High Risk Diabetes expanded initiative
- HCC Coding (Risk Adjustment Documentation Seminars)
- Preventive Campaigns for Breast, Colorectal, Cervical Screening
- Pharmacy Newsletters with savings opportunities

Additional Cigna Contract

We have just contracted with Cigna for another 30,000 covered lives in their Cigna Connect product.

Cigna connect is the exchange product for the state of Tennessee. Our new contract will be Pay for Performance (no risk) that becomes effective April 1.

More information to come.

[Click here to view all contracts and covered lives](#)

Avoiding Hypoglycemia in the Treatment of Type II Diabetes Mellitus

Presented by: Matt Strum Pharm D, NovoNordisk

Proper dosing intensification is often delayed due to the fear of causing hypoglycemia. This seminar will address various ways to anticipate and avoid that problem as well as address the long-term risks from recurrent hypoglycemic episodes.

This seminar is specifically targeted at physician extenders (APNs, PAs) and their supervising physicians, but all physicians are welcome and encouraged to come.

Date: Wednesday, March 21, 2018
Time: 6:00 p.m. to 7:30 p.m.
Location: MetroCare Education Room
1661 International Place, Suite #200

Please RSVP by March 19 as dinner will be served.

Registration: online event calendar <http://metrocarephysicians.com>

Contact: Donna Pendergrass 261-7796, donna.pendergrass@metrocarephysicians.com

Mobile Mammography Access for Your Practice

Improved and increased access to preventive care for our Trilogy network patients is one of the primary goals of our network for 2018.

Methodist Le Bonheur Healthcare and West Clinic are assisting us with reaching this goal by giving our practices year-round, convenient access to the latest in 3D breast screening in their mobile mammography unit.



The University of Tennessee
WEST
Cancer Center
Methodist Healthcare Family



Screening only, not for those with previous symptoms or diagnoses

15 screened patients at a minimum required to cover cost of unit participation

We recommend booking 30-40 to cover for no-shows

The practice is responsible for follow up

Multiple payer coverage (access for all of your patients)

For specific coverage questions call: West Cancer Center 901.683.0055, ext 61190

Possible financial assistance for eligible indigent/uninsured patients contact

Keesha Green 901-922 - 6781 or zgreen@westclinic.com

To request a mobile unit for your practice/area: <http://www.methodisthealth.org/healthcare-services/womens-health/mobile-mammography/request-the-mobile-unit.dot>

We Are Here to Assist You

Continuing the transition to a value-based healthcare delivery system will require changes for every practice. A dedicated team of professionals are committed to assuring MetroCare physicians have the tools and resources to achieve success.

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