

Specialist Integration in Accountable Care “How do we engage Specialists”

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Specialist Integration Efforts

Atlantic Health System and Optimus Healthcare Partners ACOs

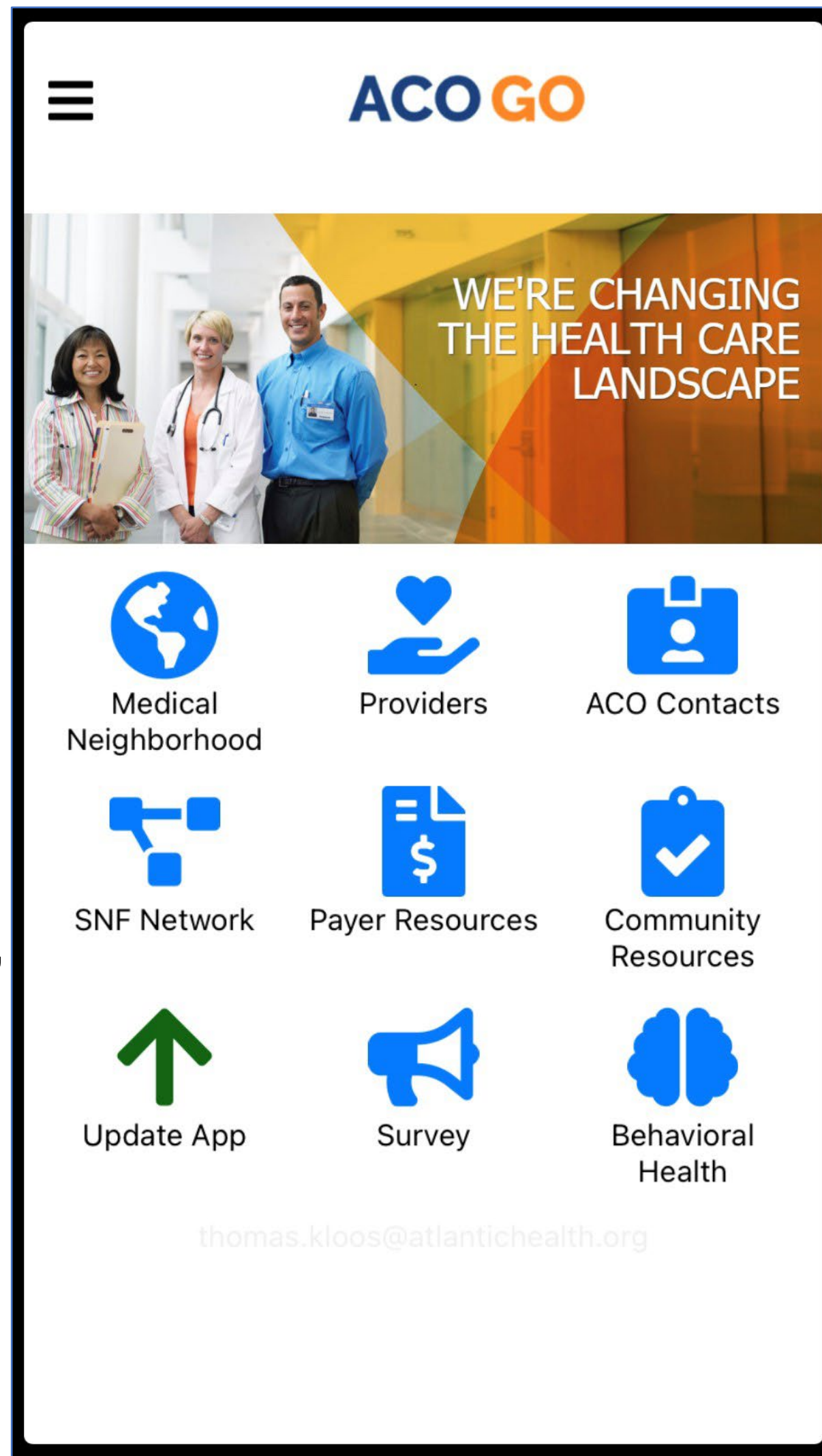
- **ACO Structure** – New Jersey, 2 ACOs, 465K lives, 950 pcp, 2500 specialists, risk and non-risk, Medicare, Medicare Advantage, Commercial, Medicaid
- **PCMH & ACP Medical Neighborhood models**
- **ACOGO app** – specialist preferences
- **Specialist Board & Committee & Workgroup participation**
- **Specialist In-Network Utilization** – full transparency
 - ✓ Primary Care referral sources and volume (unique patients, claims volume, payments)
 - ✓ Specialist referral intelligence and recommendations – training and self-service
 - ✓ ACO Specialist enrollment criteria
- **ACO Incentives and Distributions**
 - ✓ Primary Care – performance incentives linked to specialist integration
 - ✓ Specialists – episodes of care, efficiency indexing, contributions to care
- **ACO Contracting** – specialist episodes of care, Truven MEG

What's not working

ACOGO

Provider App

- **Version 2-Coming This Week**
 - Display your medical neighborhood to others
- **ACO Physician Search with**
 - **ACO Specialist Collaboration Score**
 - **Search by Zip code**
 - **Text Contact info to patient from the App**
- **New Behavioral Health Resources**
- **New Community Resources, by county, service types**
 - List of High Performing SNF Network
 - ACO Team Contacts
 - Payer Resources and Contacts
 - Link to our Surveys



Who should use this app?

- Office Providers
- Office Care Coordinators
- Hospitalists
- Residents
- ED Physicians
- ED Nurses
- Hospital Case Managers
- Patient Care Navigators
- Skilled Nursing Facility Providers
- SNF Nursing Staff
- Home Care and Hospice Providers
- Specialists looking to promote their practices within the CIN

Referrals by Specialty by Region – regional growth/market share opportunities



Atlantic Health System: Department of Clinical and Business Intelligence
IV. 12 Months ACO MSSP: Drilldowns for Regions and Specialties
12 Specialties, Elective Procedures, No Transplant Procedures
 Timeframe: 20201001-20210930

Using DRG to Specialty Mapping for Inpatient Services and New Referrals Methodology

Region	Specialty	Grand Total Payment	Total % In-Network	Inpatient Out-of-Network	Inpatient In-Network	Inpatient % In-Network	Outpatient Out-of-Network	Outpatient In-Network	Outpatient % In-Network	Specialist Out-of-Network	Specialist In-Network	Specialist % In-Network
CENTRAL	CARDIOLOGY		89.73%			91.55%			92.47%			78.90%
CENTRAL	GASTROENTEROLOGY		60.38%			73.40%			80.49%			39.69%
CENTRAL	GENERAL SURGERY		72.04%			84.98%			67.62%			49.37%
CENTRAL	HEMATOLOGY/ONCOLOGY		69.58%			72.71%			71.73%			61.97%
CENTRAL	NEPHROLOGY		63.77%			84.36%			43.61%			64.51%
CENTRAL	NEUROLOGY		44.45%			39.20%			80.33%			30.93%
CENTRAL	NEUROSURGERY		63.70%			60.33%			70.40%			73.25%
CENTRAL	ORTHOPEDIC SURGERY		77.23%			77.87%			82.78%			68.35%
CENTRAL	PULMONOLOGY		59.39%			44.31%			79.84%			73.80%
CENTRAL	THORACIC SURGERY		76.15%			78.13%			49.30%			86.92%
CENTRAL	UROLOGY		74.19%			66.87%			62.87%			86.66%
CENTRAL	VASCULAR SURGERY		78.02%			0.00%			88.42%			81.32%

Referrals by Primary Care Source

Atlantic Health System: Department of Clinical and Business Intelligence
MSSP Specialist/Professional Claims Summary
 Time Period: 20201001-20210930

Using New Referrals Methodology

Practice	Specialty	Rendering Provider Name	Visited Practice	InNetwork YN	Total Payment	Number Claims	Unique Patients
ACO Primary Care Practice A	ORTHOPEDIC SURGERY			Y	\$4,210	37	18
ACO Primary Care Practice A	ORTHOPEDIC SURGERY			N	\$5,272	29	13
ACO Primary Care Practice A	ORTHOPEDIC SURGERY			Y	\$4,522	39	13
ACO Primary Care Practice A	ORTHOPEDIC SURGERY			N	\$1,730	10	9
ACO Primary Care Practice A	ORTHOPEDIC SURGERY	Dr ABC	ACO Ortho Premier Practice	Y	\$1,204	12	7
ACO Primary Care Practice A	ORTHOPEDIC SURGERY			N	\$1,129	9	7
ACO Primary Care Practice A	ORTHOPEDIC SURGERY	Dr BCD	ACO Ortho Premier Practice	Y	\$801	7	5
ACO Primary Care Practice A	ORTHOPEDIC SURGERY			N	\$3,838	17	5
ACO Primary Care Practice A	ORTHOPEDIC SURGERY			N	\$1,914	21	5
ACO Primary Care Practice A	ORTHOPEDIC SURGERY			Y	\$2,575	7	4
ACO Primary Care Practice A	ORTHOPEDIC SURGERY			N	\$1,934	8	4
ACO Primary Care Practice A	ORTHOPEDIC SURGERY			N	\$896	7	4
ACO Primary Care Practice A	ORTHOPEDIC SURGERY			N	\$431	7	4

Integration Reporting at the Primary Care Provider Level



Primary Care Clinical Integration Performance Report

Practice Name

New Referrals, 12 Specialties, Professional Claims w/ CPT Codes: '10004'-'69990', '70010'-'79999', '90281'-'99607', '99091'-'99499'

Time Period: 2020-04-01 - 2021-03-31

Number of Attributed Medicare Members: 382

Specialty	Your Performance	Your Peers (Region)	Your Network (All Regions)	Provider 1	P1 %	Provider 2	P2 %	Provider 3	P3 %
CARDIOLOGY	84	77	60		8.6%		4.3%		4.1%
GASTROENTEROLOGY	87	71	55		16.7%		14.9%		11.7%
GENERAL SURGERY	56	64	47		11.8%		8.6%		5.4%
HEMATOLOGY/ONCOLOGY	86	66	53		7.8%		6.9%		6.7%
NEPHROLOGY	55	63	52		16.5%		9.9%		7.9%
NEUROLOGY	57	48	39		21.6%		13.0%		8.3%
NEUROSURGERY	68	69	53		23.1%		12.0%		10.0%
ORTHOPEDIC SURGERY	75	58	44		7.6%		6.0%		5.0%
PULMONOLOGY	86	77	60		10.5%		8.0%		6.0%
THORACIC SURGERY	93	84	68		18.2%		15.0%		12.0%
UROLOGY	88	72	56		17.4%		10.0%		8.0%
VASCULAR SURGERY	92	87	64		20.2%		13.0%		10.0%

Zipcode 07927: Available Specialists within 15 miles by Clinical Network Usage (% CIN Facility):

	100.0%
	100.0%
	99.7%
	96.0%
	88.3%
	100.0%
	100.0%
	97.6%
	91.9%
	77.6%
	41.8%
	31.0%
	22.6%

Integration by Specialist Splitters – *non-re-enrollment*

Atlantic Health System: Department of Clinical and Business Intelligence



MSSP Population: Splitters Report - Utilization of Medical Facilities by Providers

12 Specialty Categories, Elective Inpatient and Outpatient Procedures, No Transplant Procedures

Timeframe: 2020-04-01 - 2021-03-31

Specialist ACO Affiliation		Provider and Specialty			Provider Splitters				Provider Facility Affiliation and Percent of the Business Pe			
Region	Specialist Practice Name	Rendering Provider Name	Specialty	Provider InNetwork	Total Payme	In-Network	Out-of-Network	% In-Netwo	Facility 1	F1 % Revenu	Facility 2	F2 % Revenu
SOUTHERN			HEMATOLOGY/ONCOLOGY	N	\$190,945	\$0	\$190,945	0.00%		100.00%		
SOUTHERN			ORTHOPEdic SURGERY	N	\$94,796	\$104	\$94,691	0.11%		97.04%		2.39%
SOUTHERN			ORTHOPEdic SURGERY	Y	\$82,841	\$0	\$82,841	0.00%		100.00%		
SOUTHERN			UROLOGY	N	\$81,745	\$125	\$81,620	0.15%		99.46%		0.39%
SOUTHERN			HEMATOLOGY/ONCOLOGY	Y	\$75,197	\$0	\$75,197	0.00%		99.87%		0.13%
SOUTHERN			GENERAL SURGERY	Y	\$69,789	\$0	\$69,789	0.00%		100.00%		
SOUTHERN			CARDIOLOGY	Y	\$61,288	\$0	\$61,288	0.00%		100.00%		
SOUTHERN			GENERAL SURGERY	Y	\$59,918	\$0	\$59,918	0.00%		100.00%		
SOUTHERN			CARDIOLOGY	Y	\$64,192	\$5,419	\$58,774	8.44%		91.56%		8.44%
SOUTHERN			HEMATOLOGY/ONCOLOGY	N	\$47,700	\$0	\$47,700	0.00%		100.00%		
SOUTHERN			GENERAL SURGERY	N	\$46,842	\$0	\$46,842	0.00%		100.00%		
SOUTHERN			HEMATOLOGY/ONCOLOGY	N	\$44,987	\$0	\$44,987	0.00%		72.68%		24.31%
SOUTHERN			GENERAL SURGERY	N	\$43,706	\$317	\$43,389	0.72%		99.28%		0.72%
SOUTHERN			GENERAL SURGERY	N	\$40,169	\$0	\$40,169	0.00%		100.00%		
SOUTHERN			GASTROENTEROLOGY	Y	\$38,177	\$0	\$38,177	0.00%		100.00%		
SOUTHERN			CARDIOLOGY	Y	\$49,766	\$13,519	\$36,247	27.17%		72.83%		27.17%
SOUTHERN			GENERAL SURGERY	Y	\$31,618	\$0	\$31,618	0.00%		100.00%		
SOUTHERN			CARDIOLOGY	Y	\$51,030	\$19,604	\$31,426	38.42%		61.58%		38.42%
SOUTHERN			GASTROENTEROLOGY	Y	\$29,692	\$0	\$29,692	0.00%		100.00%		