



# MWMD

Mary Washington Health Alliance

*Mission: We provide superior healthcare and value through an integrated partnership among patients, providers, and community resources.*

## Chairman of MWA Board



### **Message from Dr. Thomas A. Janus**

Physicians are responsible for the cost of health care for they are the ones who pen the orders. We have heard this tired statement over and over again. Although it is true as “Captains of the Ship” we or those who work for us are accountable for what takes place in healthcare, how true is it that we control

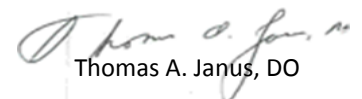
the costs associated with those orders. Let’s review post acute care, which accounts for nearly 30% of healthcare spend, and try to get a handle on our awareness of these costs. Is any physician capable of determining which home health nursing organization is delivering the appropriate amount of HHN, and not over utilizing for their own financial benefit? Can any physician identify what skilled nursing facility is most effective in keeping length of stays down in the SNF and which have the lowest rate of hospital readmission? And what about the DME that is required, sometimes requested by families themselves (direct to consumer advertising is not limited to pharmaceuticals alone.) We sign off on the equipment order, but is it the most appropriate equipment for the patient?

Obviously, it is beyond the scope of our current knowledge to have answers to these questions. But as we move into an era where providers will be held ever so more responsible for the dollar spend in health care, it is critical we know the answer to these questions. I will leave it to your imagination to expand on this concept of what we know about cost structures in the delivery of health care and what we do not know.

The MSSP program will permit us to have access to this information on all Medicare patients who are attributable to MWA. CMS will provide this information quarterly, not only on the cost the Alliance incurs, but all costs attributed to each beneficiary. Armed with this

information, we can effectively identify answers to the questions posed above and aim to provide not just lower cost, but also the highest quality healthcare available. This knowledge will help us not only with our CMS patients, but will help guide how we manage our commercial plan patients as well. This clearly is not compromising value for the sake of saving money, rather it is finding avenues for the best care delivery and simultaneously controlling the cost of the care.

The board of managers of the Alliance is committed to a single signature approach with the MSSP, just as we are with the commercial plans we will soon be implementing. To that end, we will need all practices in the Alliance to sign an addendum agreeing to participate in CMS programs such as the MSSP. We understand this has caused some trepidation amongst some Alliance members. We take these concerns seriously and have attempted to address them as best we can. To further assist in the educational process, we have recruited Gail Terrell, M.D. to present at our next town hall meeting on June 24<sup>th</sup>. Dr Terrell is the director of an ACO which has been participating in an MSSP program for the past 18 months. We anticipate her addressing any concerns our Alliance members have regarding the MSSP program. I strongly encourage all Alliance members to make an effort to be present at this meeting and to be candid with the concerns you have. This is your Alliance, we want you to be involved and informed.

  
Thomas A. Janus, DO

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Mary Washington Health Alliance

## Committee Corner....

**Message from Dr. Jeff Frazier  
Finance and Contracting,  
Board of Managers**



The Alliance Finance and Contracts Committee has had productive meetings with the commercial payors to date: Aetna (May 14th), Cigna (May 21st), Optima Conference Call (May 2nd), Anthem Conference Call (May 13th) and United (June 4th). We have also had discussions with self-funded entities the City of Fredericksburg and the Fredericksburg City School system. We have a meeting scheduled in July with Stafford County and the Stafford School system. At this point, we are at the attribution stage of providing all Tax ID's of Alliance Providers to calculate how many covered lives for the above entities are covered by MWA physicians. Each payor has a minimum requirement of 5000 beneficiaries for ACO 'Gainsharing' agreements to move forward.

I hope you are all aware of the upcoming town hall meetings regarding the Medicare Shared Savings Program [MSSP]. Our next meeting is June 24th, where we will have a speaker to address the oft-repeated concerns in regards to

additional work that could be placed on PCPs, if any, by participating in the MSSP.

As always, please contact Travis or myself should you have any questions for Finance and Contracts Committee before our next meeting in July, at which time we hope to have more solid details regarding our payor/employer attribution calculations.

**Jeffrey Frazier, MD  
Finance & Contracting Chair**



## Committee Highlighted

	Jan	Feb	Mar	Jun	Sep	Dec
Communications and Education-Dr. Kurian Thott	●					●
Clinical Quality Committee-Dr. Susan Holland		●				
Information Technology Committee-Dr. Gregory Szlyk			●			
Finance and Contracting Committee-Dr. Jeffrey Frazier				●		
Membership and Operations Committee-Dr. Patrick McManus					●	



**MWHMD**

Mary Washington Health Alliance

**Message from Dr. Rick Lewis**  
**MWHA Medical Director**



**THE TIMES THEY ARE A-CHANGIN'**

The times certainly were changing in 1964 when Bob Dylan's third studio album was released. As far as the Alliance is concerned, the times clearly are a-changin' for us as well. The most obvious example is that we are in the process of exploring our participation in the Medicare Shared Savings Program (MSSP). This is a relatively complex issue but as there are so many potential benefits to the Alliance, our Board of Managers felt we could not let this opportunity pass us by without a thorough and serious vetting with our Alliance membership. I do not have the space to go into detail on these benefits but we have already emailed out information in this regard and have scheduled several town hall style meetings over the next several weeks to explore this issue further.

We have also had some very positive meetings with Aetna, Cigna and representatives of the Fredericksburg city schools and government with more such meetings to follow. I feel that it is likely that come January 1, 2015, the number of covered lives under the MWHHA umbrella will have grown significantly.

This is all in the name of clinical integration and we will not be able to accomplish this without an unprecedented level of cooperation among the various health care entities and providers in the Alliance. We will need to make some difficult decisions especially when it comes to identifying inappropriate utilization and putting into place

measures to decrease that utilization. As we do this, we need to keep in mind that we are doing this for the good of the community and avoid the characterization of "winners and losers" in health care delivery.

A prime aspect of my job as your Medical Director is to facilitate us working together to find the most cost effective way to deliver the highest quality care we can. My role isn't to massage egos or officiate over turf battles. I have already come up against what I would characterize as unnecessary defensive postures in our efforts to come up with specialty specific quality metrics to track and to address the opportunities for quality and cost improvements for MWHC associates. We are not seeking blind acceptance of our recommendations but prefer constructive dialogue to reflex push-back.

I only ask that you keep a spirit of cooperation in mind as we explore all the incredible opportunities that lie ahead for the Alliance. If we get this right, we providers and our patients and our community will all be winners.



Rick Lewis, MD

# Communications and Education

## Join Us for MSSP Town Halls



Alliance Town Hall  
Featured Speaker  
Tuesday, June 24  
Fick Conference Center  
6:00—8:00 pm

**Grace E. Terrell, MD**  
President/CEO  
Cornerstone Health Care

*Dr. Terrell explains the philosophy behind Cornerstone's adoption of the accountable care model, their experience thus far and why accountable care organizations are here to stay.*

Cornerstone Health Care

Cornerstone is recognized as perhaps the most fully developed example of accountable care in the state at this time. With 367 providers, Cornerstone is one of the fastest growing physician groups in the southeast. It is a physician-owned and led multi-disciplinary practice with over 90 locations in communities throughout North Carolina.

### BIOGRAPHY

Dr. Grace Terrell is a general internist and chief executive officer of Cornerstone Health Care. In her role, Dr. Terrell has overseen the growth and transformation of Cornerstone as an innovative physician-led medical community. She is a commissioner for the Certifying Commission of Health Information Technology, a fellow of the American College of Physicians, and a Fellow of the American College of Physician Executives. Hers was the first practice in North Carolina to achieve NCOA level 3 Physician Practice Connection Recognition. She is the co-author of *MD 2.0: Physician Leadership for the Information Age*.

Her areas of interest include: health care economics, preventive medicine, women's health issues, diabetes, osteoporosis, community health issues, physician leadership, and population health management.

RSVP to Pamela Johns  
(540) 741-2118 or  
pamela.johns@mwhc.com

Mary Washington Health Alliance

2300 FALL HILL AVENUE, SUITE 401B, FREDERICKSBURG, VA 22401 (540) 741-2118

## Welcome To The Alliance!

- ◆ **Frederick C. Tucker, Jr. MD**  
Fredericksburg Oncology
- ◆ **Charles I. Beaudette, MD**  
Fredericksburg Emergency Medical Alliance
- ◆ **Leticia Helleby, MD**  
Preferred Pediatrics
- ◆ **Seema Faiyaz, MD**  
Generations of Women
- ◆ **Jorge Black, MD**  
PL Physicians, Inc.

### Congratulations to:

- ◆ **Amanda Barner, MD** who recently joined Generations of Women

## Committee Update



The Communication & Education Committee met last month to discuss enhanced communication ideas. Besides our primary form of communication through email and newsletter, Town Halls and personal physician meetings have been added to engage the practices. At the end of each week, there will be email updates on the practices signing the MSSP Participation Agreement Addendums. Watch for those weekly updates on Fridays. In addition, look for us on Facebook and Twitter. Our Twitter account is @mwhealthallianc. Please let us know if you would like another invite to our Facebook page. Contact Pamela Johns at (540) 741-2118 or pamela.johns@mwhc.com.

## New Website Enhancements

Visit us on the web at  
<http://MWHealthAlliance.com>  
Click on "Events" for the 2014 Alliance Calendar and schedule of events.

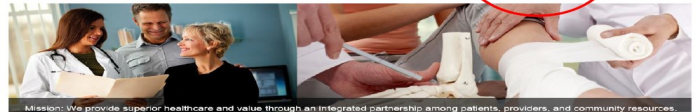
About MWMD

Our Doctors

Facilities

Events

Contact



Welcome to Mary Washington Health Alliance

Thank you for visiting Mary Washington Health Alliance, a regional integrated provider network. Located throughout the Rappahannock region of Virginia, between Richmond and Washington D.C., our doctors, hospitals, and other medical facilities work to provide superior healthcare and value through an integrated partnership among patients, providers and community resources.

Find a Doctor

  
----Select Specialty--  
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# Alliance Physician Town Hall

## Medicare Shared Savings Program Information & Discussion



### What is an ACO and what is the MSSP?

An Accountable Care Organization (ACO) is a provider organization based on the philosophy of clinical integration. To the extent the Alliance engages private payers and employers under shared savings models; it would be participating in a form of accountable care. The MSSP is a program launched by CMS to utilize accountable care in Medicare, and organizations wishing to be treated as ACOs for Medicare purposes must participate in the MSSP.

### Why Now?

Less than a month ago the Alliance began reviewing the recent changes in CMS' Medicare Shared Savings Program (MSSP) for 2015 designation and approval. In part for doing their due diligence, the Alliance Board of Managers has decided to move forward with submitting the '**NON-BINDING**' Notice of Intent and moving forward towards completing the formal Application that is due July 31st that is also '**NON-BINDING**' on behalf of the Alliance Network.

### How will an MSSP Help Me Coordinate Care?

- Access to data
- Improved communication between providers and patients
- The potential of being rewarded for reducing the cost of caring for Medicare patients
- A three year "risk free pass" where the Alliance is NOT penalized if it is unable to demonstrate savings

***Tues. June 24 (Special Guest Speaker)***

***Thurs. July 10 & 17***

***John F. Fick Conference Center***

***6:00—8:00 pm***

***Dinner & Wine provided***

***RSVP to***

***Pamela Johns***

***540-741-2118 or***

***pamela.johns@mwhc.com***

## June 2014

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3	4	5	6	7
8	9	10	11	12 Finance & Contracting 7:00 am	13	14
15	16	17 Membership & Operations 7:30 am	18	19 Board of Managers 7:00 am	20	21
22	23	24*Town Hall 6 pm	25	26 Clinical Quality 7:00 am	27 Comm. & Educ. 7:30 am	28
29	30					

## July 2014

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7	8	9	10 Finance & Contracting 7:00 am *Town Hall 6 pm	11	12
13	14	15 Membership & Operations 7:30 am	16	17 Board of Managers 7:00 am *Town Hall 6 pm	18	19
20	21	22	23	24 Clinical Quality 7:00 am	25 Comm. & Educ. 7:30 am	26
27	28	29	30	31		

## August 2014

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6	7	8	9
10	11	12	13	14 Finance & Contracting 7:00 am	15	16
17	18	19 Membership & Operations 7:30 am	20	21 Board of Managers 7:00 am	22	23
24	25	26	27	28 Clinical Quality 7:00 am	29 Comm. & Educ. 7:30 am	30
31						

# Alliance Events

\*Physician MSSP Town Hall Meetings June 24, July 10 & 17  
6:00—8:00 pm at the Fick Conference Center