



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

**As 2017 draws to a close, we think about all those things for which we feel thankful. In lieu of our standard quarterly newsletter, your Alliance Team thought it would be fitting to publish what we are grateful for.**

***We would like to thank everyone for:***

**1. NextGen ACO Acceptance and Advanced APM Status**

THE ALLIANCE IS NOW A PARTICIPANT IN THE NEXT GENERATION ACO (NGACO) PROGRAM. For 2018, this is great news on several levels: (A) It puts the Alliance in the Advanced APM arm of MACRA. Not only does this (B) exempt us from increasingly onerous MIPS reporting but it also (C) provides access to a 5% bonus to our providers on their Medicare Part B billings starting in 2020. (D) The structure of the NGACO program is more conducive to the Alliance taking home generated savings. (E) Attribution is prospective which enhances our planning and care coordination activities. (F) There are beneficiary enhancements available to us that provide us opportunities for more creative ways to promote the health and wellness of our patients such as using telehealth services.

**2. MSSP Quality Score and \$3.7 million in Savings**

The Alliance score in the quality component of the MSSP program in 2016 (otherwise known as GPRO) was 96.72. This was above the median score for all the nation's ACOs. Another great story to tell is that the Alliance saved \$3.7 million in the Medicare Shared Savings Program in 2016 and \$3.4 million in 2015. This reflects a lot of hard work by (1) our providers actually getting the work done to meet these metrics and (2) the Alliance staff collating and analyzing data and educating our providers. Kudos to our practices for this accomplishment.

**3. HCC Coding Efforts**

Accurate and complete coding is an important component of the success of the NGACO program and can enhance our success in value-based commercial programs as well. Many of our efforts near the end of this year focused on making sure we get recognized and reimbursed for the great work we are doing in taking care of complex patients with multiple conditions and comorbidities. By submitting the appropriate coding when billing for our services, this documents to our third-party payors the complexity and required resources needed for our patients. Our recent survey revealed good participation in this coding effort for which we are grateful.

**4. GPRO Reporting/MSSP and MIPS APM**

2017 is our third and final year of participation in our MSSP Track 1 program. Our MIPS APM status allows us to satisfy our MIPS reporting for 2017 as a single entity. The Quality component will be satisfied by our GPRO reporting which we have been doing annually and successfully for two years. Participation in the Alliance earns you 100% of your CPIA (Clinical Practice Improvement Activity) score in 2017. The Resource Utilization component has been waived by CMS for 2017. The Advancing Care Information reporting requirement (which replaces Meaningful Use) remains an individual practice responsibility in the MIPS APM program.

**5. Million Hearts Program**

To date we have screened 8,600 Medicare beneficiaries and determined that 1,955 have a risk of at least 30% or greater of having a first heart attack or stroke over the next 10 years. We have provided

patient education tools to our participating practices that will help them in their efforts to reduce the cardiovascular risk of this population. From a population health standpoint, this should translate into a significant reduction in the number of strokes and heart attacks in our community.

**6. Contracting Efforts – Aetna, Anthem EPHC**

We were excited to reach a finalized agreement with Anthem for an incentive program involving our PCP's with a guaranteed PMPM payment including 37,000 covered lives. We also signed a new single signature payor contract with Aetna. Not only did this result in the first Aetna rate increase in more than 10 years, it included escalators for the rates in years 2 and 3.

**7. Performance Distribution**

We distributed by far the largest performance distribution to our Alliance physicians this year. While the specialists all received the same distribution, our separate PCP distribution was structured to increase payments to those providers based on the number of Alliance patients attributed to them. We plan to continue to tie distributions to performance and reward the physicians doing the work of the Alliance.

**8. Commercial Collaborative Care Coordination (4C) and MSSP Embedded Program**

The 4C program extends the collaborative care coordination program that has been focusing on our MSSP patients to patients covered by our commercial contracts and thus includes our pediatricians. Participants attest to addressing our core network measures with remuneration based on attention to one performance measure and one quality measure. Documentation requirements are minimal. With Anthem on board, this 4C program can now include over 50,000 lives.

**9. Growth of the Alliance - Covered Lives greater than 70K**

The Alliance has seen impressive growth in just four years. Our estimated number of covered lives is over 70,000 through our MSSP, Aetna TCQ, Cigna CAC, Humana, Optima, VHN, Innovation Health, and Anthem programs. In addition, there are approximately 6,500 episodes of care we are responsible for annually in our BPCI and Qe programs.

**10. Communication**

Network communication continues to be an area of importance to the success of our initiatives and programs. Multiple avenues were utilized this year to provide educational opportunities, contracting information, performance metrics and notification of Alliance events. The Alliance partnered with Scorpion, a digital healthcare marketing expert, to redesign our website and set us apart by providing a more dynamic and interactive site. New additions include a welcome page for new providers and a provider portal including educational resources. Visit our site at <http://www.mwhealthalliance.com/>. If you need a username and password, contact Pam Johns at (540) 741-2118 or [pamela.johns@mwhc.com](mailto:pamela.johns@mwhc.com).



# 'Twas the Night Before 2018



As 2017 comes to a close, we are taking the opportunity in this newsletter to highlight some of our successes and show you the blueprint for the future of the Alliance. 2018 will be a unique year as we formally become part of the NextGen ACO program which we believe will improve our position in this new healthcare model in the years to come. Over the years, we have all felt the impact of the federal government's ever-changing influence on how we practice medicine. An innovative model such as NextGen ACO gives us a framework to enhance our efforts towards value-based care and be awarded for those efforts.

One of the key tasks for our committee this year has been to streamline communication. Some members felt that, at times, too much information was distributed and at other times maybe not enough information. A large effort was placed in improving the user experience on our website [www.mwhealthalliance.com](http://www.mwhealthalliance.com) which we wanted to be a place for all members to get up to date information on the Alliance. We encourage all members to visit the website. We love feedback—so please let us know what you think. Also, save the date for our upcoming **Annual Meeting at the Fick Center on Tuesday, April 10th.**

Another goal for our group was on the improving the newsletters which come to you quarterly as well as the monthly Medical Director updates from Dr. Lewis. It is our goal to bring you timely information in a succinct and readable manner. By streamlining the communication to these two methods we hope to not overload you with information and continue to enhance the value to our membership.

We have the annual meeting in April which will be very informative on all Alliance efforts but especially as it pertains to the Next Gen ACO. Please be on a look out for the save the date and make every effort to attend this important meeting.

We wish everyone a Merry Christmas and Happy New Year

## What we ALL need to do to make 2018 better!

- **AWVs**
- **Improve access to providers**
- **See patients promptly for post-acute care**
- **Use the appropriate post-acute care setting**
- **Use Generic drugs when appropriate**
- **Attention to Health Maintenance**
  - \*Flu Vaccine
  - \*Pneumonia Vaccine
  - \*Colonoscopies
  - \*BP Control
  - \*Control Blood Sugar
  - \*Treat lipid abnormalities
  - \*Mammograms
  - \*Weight Control
  - \*Smoking Cessation
- **Choose Wisely – Eliminate Low- and No-Value Care**
- **Advanced Care Planning**
  - Palliative Services
  - Hospice Services
- **Encourage Patients' accountability and participation in their own health care**
- **Provider Engagement**
  - \*Annual Meeting - Tuesday, April 10 @ Fick Center
  - \*Committee Meetings
  - \*Monthly Medical Director Updates
  - \*Quarterly Newsletters
  - \*PCP Forums







**MWHMD**  
Mary Washington Health Alliance

In order to keep pace with the growth of the covered lives within the Alliance network, we have added several new staff members this year in the areas of Care Coordination, Documentation Specialists and Support staff. We now have four RN Care Coordinators, a Director of Clinical Care, three Clinical Documentation Specialists and a Director of Population Analytics. It is anticipated that we will add two more RN Care Coordinators in 2018.

**Rajinder (Raj) Pal, RN**  
RN Care Coordinator



Raj comes to the Alliance from the oncology unit (4 North) at MWH where he provided direct care and served as a charge nurse for the past 13 years. He is very passionate about patient care, and has been actively involved in quality improvement projects related to the discharge process and patient satisfaction. He is a previous recipient of the Daisy Award which recognizes excellence in nursing care. Raj earned his Associates Degree in Nursing from Germanna Community College. He spent much of his youth in Scotland and completed high school there, so we expect to hear some interesting stories!

**Jean Foley, RN, BSN**  
RN Care Coordinator



Jean comes to the Alliance from the inpatient dialysis unit at MWHC, working under our contract with Davita. She has extensive experience with complex renal dialysis patients in both inpatient and outpatient settings. As the manager of a newly established dialysis clinic, she was responsible for all business processes, staff performance and compliance with federal health standards. Jean has also served as a Local Care Coordinator for HealthWays in partnership with Care First, and we are anxious to learn about her work with that Patient Centered Medical Home project. In this role, she worked with assigned PCP's to establish care plans, assure seamless coordination of care and help members to understand appropriate use of patient services. Jean earned her Associate Degree/RN and Bachelor of Science in Nursing degrees from Penn State University.

**Melissa Scheiman, BA, BSN, RN**  
RN Care Coordinator



Melissa comes to the Alliance from the Cancer Navigator program under the Regional Cancer Center at MWHC, where she has coordinated care for cancer patients for the past 5 years – in both inpatient and outpatient settings. Melissa

assisted with the hospital wide implementation of Epic at Good Samaritan Hospital in Puyallup, WA, where she also provided direct patient care on a medical floor for 8 years. Melissa also worked as a nurse at the American Embassy in Mali, West Africa so we should have some interesting discussions at lunch! She earned her Bachelor of Science in Nursing from George Mason University and also holds a Bachelor of Arts, Pre-Law from the University of Virginia at Wise.

**Nana Boateng**  
Clinical Documentation Specialist



Nana is joining the Alliance from Mary Washington ODC Recovery Services and the Ryan White Grant Program. where she served as an Eligibility Coordinator doing program intake eligibility assessments, and client follow up. She also was responsible for customer service, data collection and entry for the program.. She ensured security and accuracy of client charts, and routinely completed chart audits for federal auditing purposes. She has been in healthcare for 17 years with the last 9 at MWHC.

**Tiffany Dickinson**  
Executive Assistant





Tiffany Dickinson is joining the Alliance from the MWH Administration, where she was supporting the VP Medical Director, Dr. Stephen Mandell and the Administrator of MWH, Eliese Bernard. Tiffany has been with our organization since 2015, she will now be supporting the SVP of Clinical Integration, Travis Turner and Medical Director, Dr. Richard Lewis.



Please join us in welcoming our five newest Alliance staff to the team!

**Any changes to your practice such as new physicians or address changes? Contact Pam Johns at [pamela.johns@mwhc.com](mailto:pamela.johns@mwhc.com) or (540) 741-2118.**


## January 2018

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1 	2	3	4	5	6
7	8	9	10	11 IT Committee 11:30 am FHA Rm 340	12 Communica- tions & Education 7:30 am IW A CR	13
14	15 	16	17	18 Board of Man- agers 7 am MWH IW Exec. BR	19	20
21	22	23 Clinical Quality MWH I West A 7 am	24	25	26	27
28	29	30	31			

## February 2018

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2	3
4	5	6	7	8 IT Committee 11:30 am FHA Rm 340	9 Communica- & Education 7:30 am IW A	10
11	12	13	14 	15 Board of Managers 7 am MWH IW Exec. BR	16	17
18	19 	20	21	22	23	24
25	26	27 Clinical Quality MWH I West A 7 am	28			

## March 2018

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2	3
4	5	6	7	8 T Committee 11:30 am FHA Rm 340	9 Communica- tions & Education 7:30 am IW A	10
11	12	13	14	15 Board of Man- agers 7 am MWH IW Exec. BR	16	17 
18	19	20	21	22	23	24
25	26	27 Clinical Quality MWH I West A 7 am	28	29	30	31

# ALLIANCE EVENTS