

azara  
USER CONFERENCE  
APR 29–MAY 1  
BOSTON, MA 2025

# Quality and Operations Process Improvement for Success with VBC Models



# Today's Presenters



**Lindsey Hollenkamp, MBA**  
Deputy Director of Quality  
and Practice Transformation  
SIU Family and Community  
Medicine



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CMO/CMIO  
SIU Medicine

## Mission

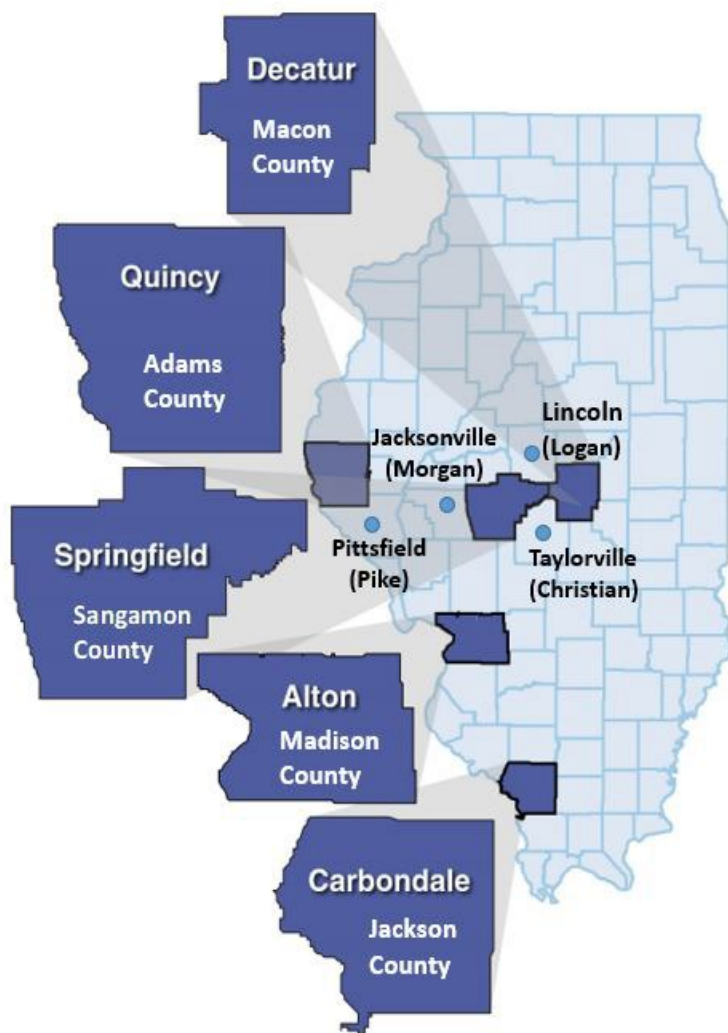
Serving the healthcare needs of our patient and our communities in a compassionate and affordable environment

## Vision

We care, you matter. Providing compassionate quality health services and leading in healthcare education

## Values

- **F**amily and problem-oriented care that is comprehensive and team based
- **Q**uality care that is compassionate and affordable
- **H**ealthcare education and training that advances knowledge
- **C**ommunity based care in partnerships with organizations that share our vision



Number of visits: 151,795  
Unique patients: 46,682

**Residents: 147**  
Family Medicine: 33/year  
Internal Medicine: 16/year  
Sports Med Fellowships: 4/year

5 Family  
Medicine  
residencies

1 Internal  
Medicine  
residency

4 clinics  
integrated in  
mental  
health  
centers

6 outreach  
clinics in  
partnership  
with local  
health depts  
/ Salvation  
Army

**2 undergrad programs:**  
Med students: 80/year  
PA students: 40/year

4 dental  
clinics

2 mobile  
Care-A-  
Van  
clinics



# Patient Population

## Race

White: 69%

Black/African  
American: 17%

Unreported/Chose  
not to disclose:  
11%

More than one  
race: 2%

Other: 1%

## Payor Mix

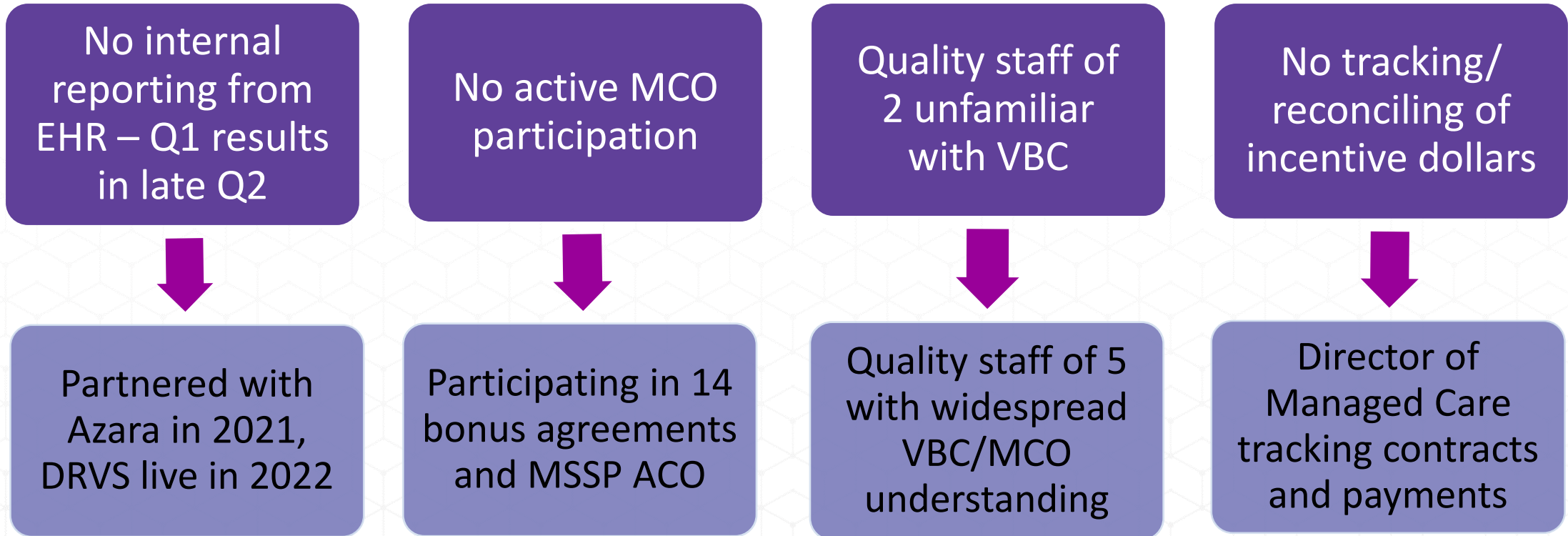
Uninsured: 4%

Medicaid: 43%

Medicare/Dual:  
23%

Commercial:  
30%

# Value Based Journey – 2021 to Present Day



# SIU Specific Barriers

## Shared EHR

- Altera Touchworks, minimal customization capability
- Incompatible with many vendors
- Example: DRVS has EHR overlay tool not compatible with TW

## State Entity/State University System

- State procurement laws
- Competitive pay rates

## Residency

- Constant and continuous education
- Resident turnover – PCP reassignment every 2 years

## Academic Medicine

- Faculty in clinic only 2-4 half days a week

# Identified VBC Challenges

## Variance in contract measures

- How to navigate 14 contracts with different measure sets

## Attribution & exchanging data with payers

- Resolving issues with patient matching and leakage
- How to close care gaps

## Provider education

- How to indicate which plan patient belongs to
- Resident turnover

## MSSP ACO

- How to manage a group of patients we have no data for?



# Other Considerations

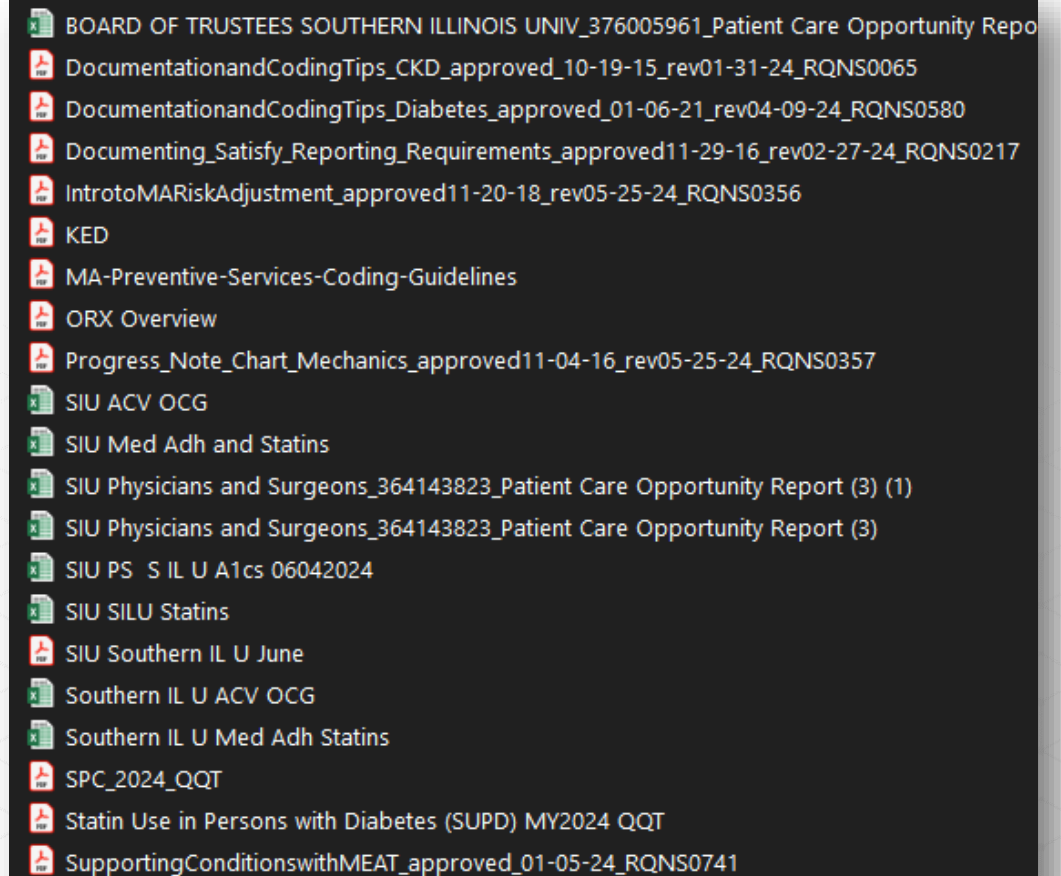
Provider and leadership buy in?

Staff for manual Care Coordination work?

Accountability?

Ability to audit?

**How are you absorbing all the different reports, requirements, data elements and expectations so you can act on them?**



- BOARD OF TRUSTEES SOUTHERN ILLINOIS UNIV\_376005961\_Patient Care Opportunity Repo
- DocumentationandCodingTips\_CKD\_approved\_10-19-15\_rev01-31-24\_RQNS0065
- DocumentationandCodingTips\_Diabetes\_approved\_01-06-21\_rev04-09-24\_RQNS0580
- Documenting\_Satisfy\_Reporting\_Requirements\_approved11-29-16\_rev02-27-24\_RQNS0217
- IntrotoMARiskAdjustment\_approved11-20-18\_rev05-25-24\_RQNS0356
- KED
- MA-Preventive-Services-Coding-Guidelines
- ORX Overview
- Progress\_Note\_Chart\_Mechanics\_approved11-04-16\_rev05-25-24\_RQNS0357
- SIU ACV OCG
- SIU Med Adh and Statins
- SIU Physicians and Surgeons\_364143823\_Patient Care Opportunity Report (3) (1)
- SIU Physicians and Surgeons\_364143823\_Patient Care Opportunity Report (3)
- SIU PS S IL U A1cs 06042024
- SIU SILU Statins
- SIU Southern IL U June
- Southern IL U ACV OCG
- Southern IL U Med Adh Statins
- SPC\_2024\_QQT
- Statin Use in Persons with Diabetes (SUPD) MY2024 QQT
- SupportingConditionswithMEAT\_approved\_01-05-24\_RQNS0741

\*Files sent by a payor for a single month

# Where to Start?



	11	21	0	6	0	7	9	13	16	6	6	13	
Measures	Aetna Medicare [PCIN]	BCBS Commercial ACO [MHP]	BCBS MMAI [MHP]	BCBS Medicaid QIP [MHP]	BCBS PHAI [MHP]	Health Alliance Commerci	Health Alliance Medicar	Humana Medicare	Meridian Medicaid [MHP]	Molina Medicaid P4Q	Molina Medicaid VBC	United Healthcare Medicare	
Breast Cancer Screening	X	X		X		X	X		X	X	X	X	9
Diabetes A1c Control <8%	X	X		X		X	X	X (<9%)				X (<9%)	7
Adult Access to Ambulatory Health Services / AWW							X	X	X	X	X	X	6
Cervical Cancer Screening		X		X					X	X	X		5
Colorectal Cancer Screening		X				X	X	X				X	5
Controlling Blood Pressure		X				X	X	X	X				5
Diabetes Care - Eye Exam	X	X					X	X				X	5
Statin Use for Persons with Diabetes	X						X	X				X	4
Medication Adherence for Cholesterol (Statins)	X							X				X	3
Medication Adherence for Diabetes Medications	X							X				X	3
Medication Adherence for Hypertension (RAS antagonists)	X							X				X	3
Prenatal and Post Partum Care		X				X			X				3

We started by organizing measures to determine low hanging fruit.

Master matrix that includes scorecards for payors, financial incentive outlines and side hustles to strategize.

Insurance Payor	Bonus Opportunity Program	Bonus Opportunity Program Details	Potential Max Bonus	Current Bonus Earned	Estimated Earned Bonus Total	Missed Opportunity
Meridian	Continuity of Care Program (Appointment Agendas)	Offered bonus amount for each appointment agenda completed. Bonus amount increases as percentage of appointment agendas are completed. <50% = \$100 / 50% - 80% = \$200 / >80% = \$300	\$419,820	\$209,100	\$314,055 (+\$104,955)	\$105,765
Molina	Healthy Pregnancy Incentive Program	Offered bonus amount for two measures - prenatal visits in the first trimester (\$50) and postpartum visits 7-84 days after delivery (\$75). Specific coding required.	\$7650 [So far this year]	\$2850 Pre: 27/34 Post: 20/34	\$2850 ? Pregnant patients + scheduling	\$4,800
Molina	Behavioral Health Follow Up Bonus Program	Offered bonus amounts for follow up visits after mental health related hospitalization with a mental health practitioner. Offered bonus amounts for follow up visits after mental health or substance use emergency room visits. Bonus amount dependent on follow up time frame - \$250 for 7 days post discharge, \$150 for 30 days post discharge.	\$22,000 [So far this year]	\$9500 FUH 7: 11/39 30: 6/39 FUA 7: 6/26 30: 3/26 FUM 7: 15/23 30: 1/23	\$9500 ? Admissions related to mental health or substance use	\$12,500
United Healthcare	Medical Condition Assessment Incentive Program (MCAIP)	Bonus amounts offered for assessing diagnoses suspected by United Healthcare. Suspected diagnoses list compiled from chart information. Bonus pays \$20 per assessed diagnosis or for diagnoses assessed but not diagnosed. Offers \$10 per condition for fully assessed members. Offers additional bonus amounts if STAR rating of 4.0+ achieved and at least 65% of suspected diagnoses assessed. Bonus range \$25-\$125 PMPY.	\$116,250	\$4,360	\$7500 (+\$3,140)	\$108,750

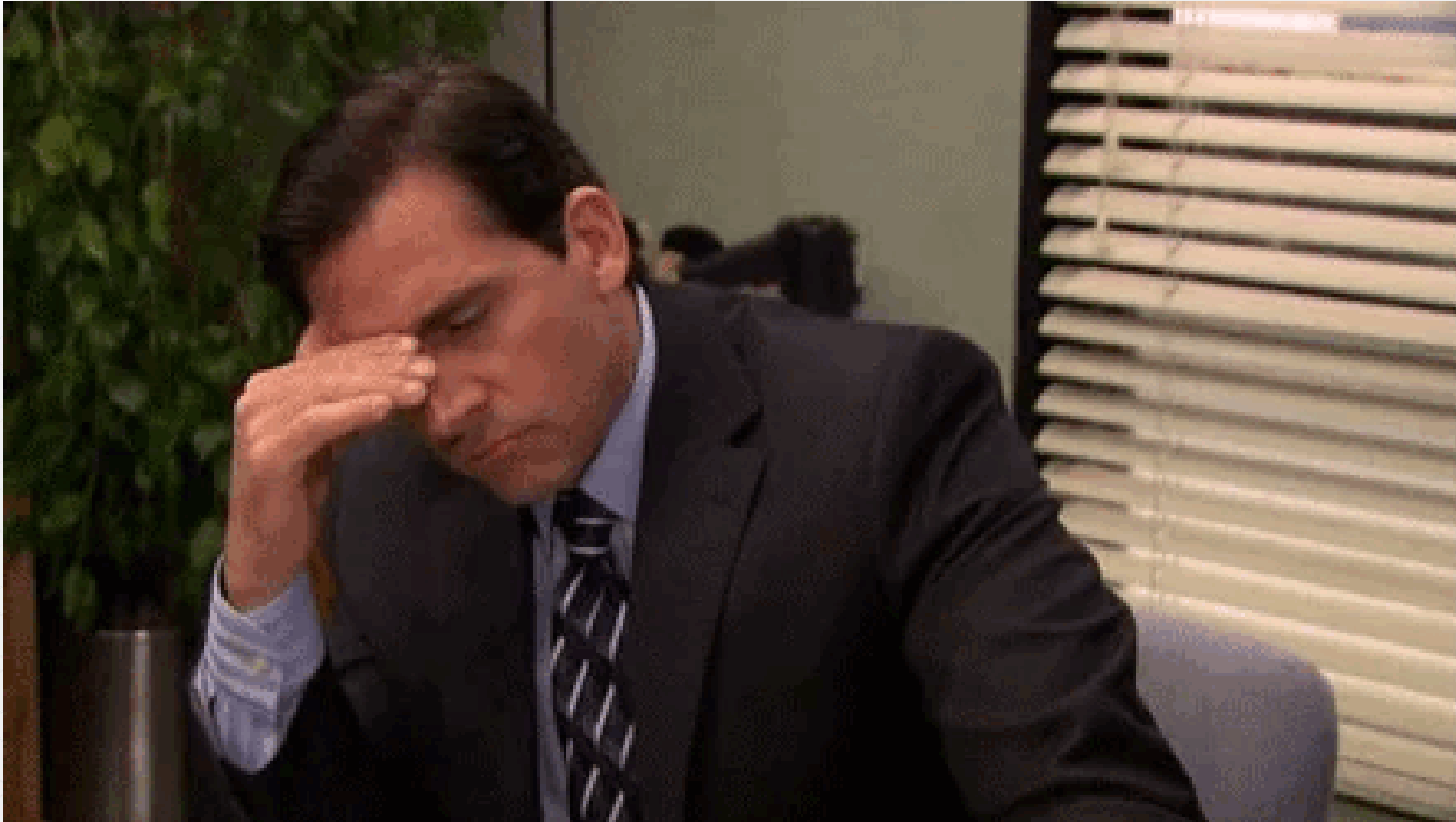
“Side hustles”  
– bonus opportunities outside of the typical pay for quality performance



# Determine value/Missed Opportunity

Program	Estimated 2023	Max Opportunity	Missed Opportunity
P4Q Programs	\$61,131	\$581,759	\$520,728
Side Hustles	\$387,905	\$996,425	\$608,520
Totals	\$449,036 (28%)	\$1,578,184	\$1,129,248 (72%)

# So then what?



# Challenge: Variance in Contract Measures

Started sorting measure sets by creating a Plan Calculated scorecard for each payer.

Meridian MCO <small>REPORT</small>		PERIOD		2024		+ Add Filter		Update	
REPORT		CARE GAPS		GROUPING		No Grouping		TARGETS	
								Primary	
								Secondary	
								Not Met	
								REPORT FORMAT	
								Scorecard	
MEASURE		RESULT	TARGET	NUMERATOR	DENOMINATOR	GAP	TO TARGET	PAYER GAP	EHR GAP
HEDIS BCS - Breast Cancer Screening - Plan Calculated		56.4%	55.0%	602	1,068	466	0	24	133
HEDIS CBP - Controlling High Blood Pressure - Plan Calculated		38.3%	73.0%	510	1,332	822	463	272	110
HEDIS CCS - Cervical Cancer Screening - Plan Calculated		59.6%	61.8%	1,378	2,312	934	51	56	291
HEDIS GSD1 - Glycemic Status Assessment for Patients With Diabetes - Control - Plan Calculated		13.4%	61.0%	129	960	831	457	399	30
HEDIS CHL - Chlamydia Screening - Total - Plan Calculated		51.6%	50.0%	144	279	135	0	0	101
HEDIS CIS - Childhood Immunization Status - Combo 10 - Plan Calculated		22.0%	46.0%	13	59	46	15	0	4
HEDIS IMA - Immunizations for Adolescents - HPV - Plan Calculated		33.1%	49.0%	47	142	95	23	0	8
HEDIS WCV - Child and Adolescent Well-Care Visits (Total) - Plan Calculated		43.3%	62.0%	1,140	2,632	1,492	492	81	297
HEDIS AAP - Adult Access to Preventive/Ambulatory Health Services (Total) - Plan Calculated		85.6%	83.0%	2,707	3,164	457	0	25	511

# Challenge: Variance in Contract Measures

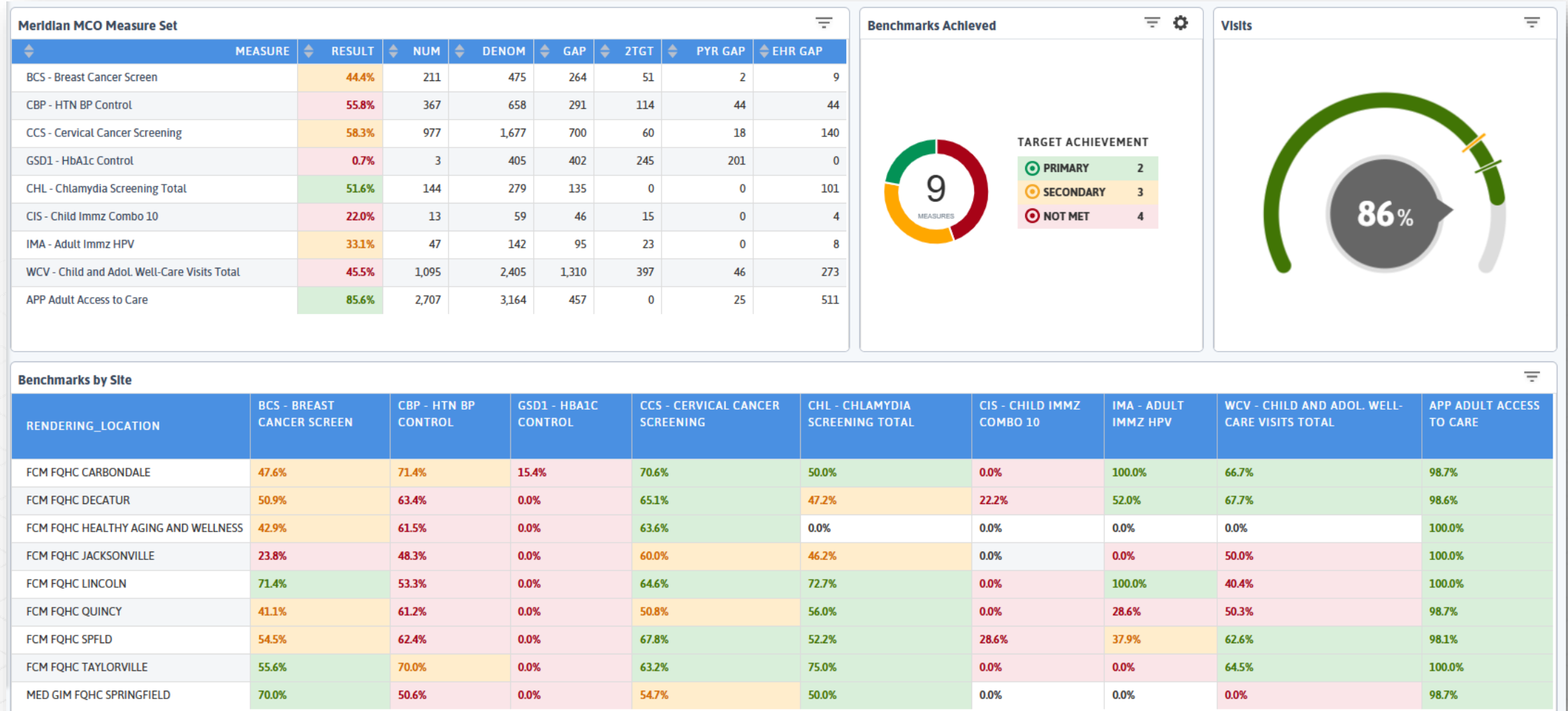
Can individually set targets for each payer based on their benchmark structure.

Meridian MCO <span>REPORT</span>		
PERIOD 2024		
REPORT		
GROUPING No Grouping		
TARGETS <span>Primary</span> <span>Secondary</span> <span>Not Met</span>		
MEASURE	RESULT	TARGET
HEDIS BCS - Breast Cancer Screening - Plan Calculated	56.4%	55.0%
HEDIS CBP - Controlling High Blood Pressure - Plan Calculated	38.3%	73.0%
HEDIS CCS - Cervical Cancer Screening - Plan Calculated	59.6%	61.8%
HEDIS GSD1 - Glycemic Status Assessment for Patients With Diabetes - Control - Plan Calculated	13.4%	61.0%
HEDIS CHL - Chlamydia Screening - Total - Plan Calculated	51.6%	50.0%
HEDIS CIS - Childhood Immunization Status - Combo 10 - Plan Calculated	22.0%	46.0%
HEDIS IMA - Immunizations for Adolescents - HPV - Plan Calculated	33.1%	49.0%
HEDIS WCV - Child and Adolescent Well-Care Visits (Total) - Plan Calculated	43.3%	62.0%
HEDIS AAP - Adult Access to Preventive/Ambulatory Health Services (Total) - Plan Calculated	85.6%	83.0%

RESULT	TARGET	
56.4%	63.0%	Meridian BCS Target
38.3%	73.0%	Meridian CBP Target
59.6%	61.8%	Meridian CCS Target
13.4%	61.0%	Meridian A1c Target
51.6%	68.0%	Meridian CHL Target
22.0%	46.0%	Meridian C-10 Target
33.1%	49.0%	Meridian IMA Target
43.3%	62.0%	Meridian WVC Target
85.6%	83.0%	Meridian AAP Target

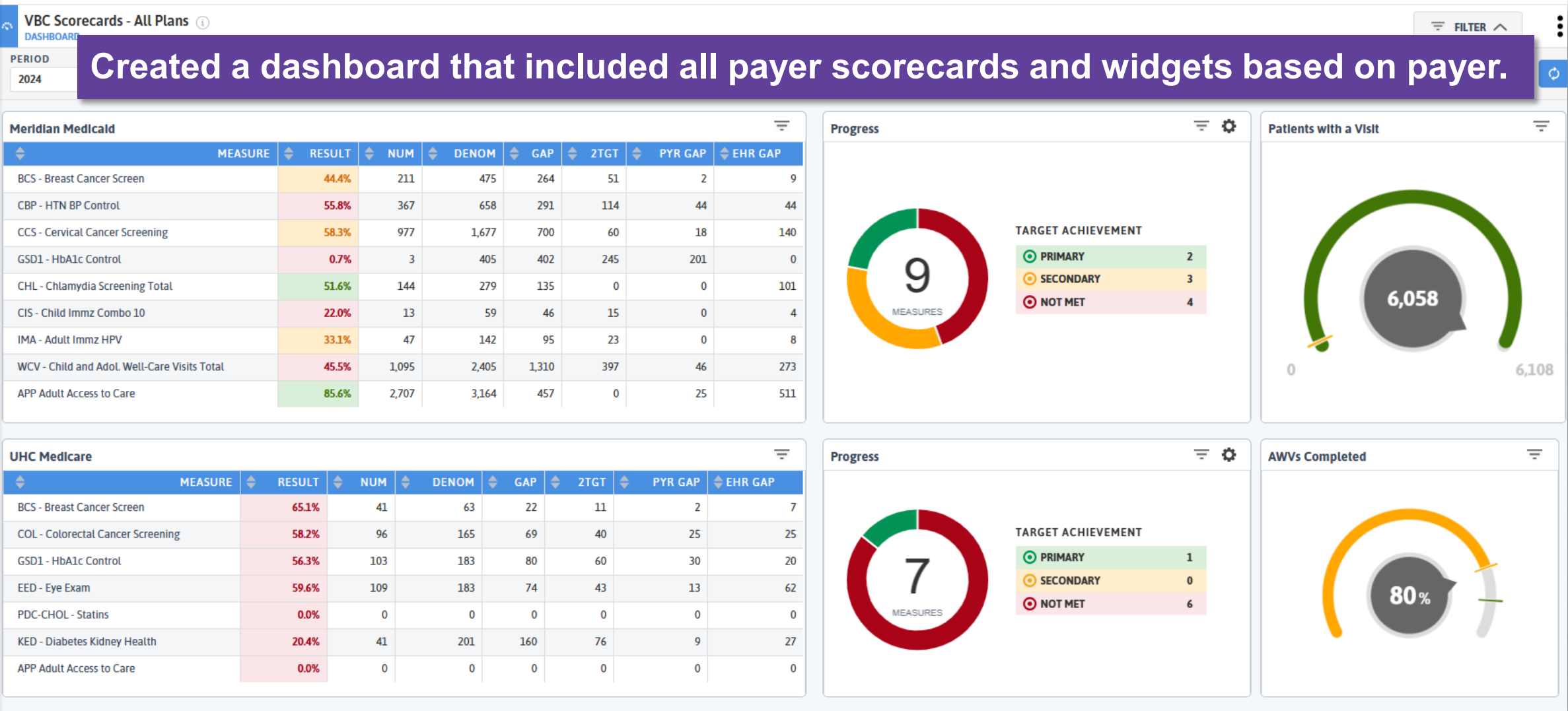


# Challenge: Variance in Contract Measures



Created a dashboard for each payer including Plan Calc scorecard and additional widgets to help break down data.

# Challenge: Variance in Contract Measures



Progress on meeting scorecard measures, patient visits vs AWVs

# Challenge: Attribution

## Plan Attribution

- Are patients on roster accurate?
- Medicaid plan of 6,000 – 500 patients never seen
- Providers can be auto assigned based on open panels and proximity
- Many plans require patient to call to correct PCP attribution

## Provider Roster Verification

- Are affiliated providers correct?
- Plan was including providers termed >10 years ago
- Discovered issues with our credentialing department
- Need to audit process to ensure rosters being updated

# Challenge: Attribution

## Soft Matching Report

Compares payer members that did not match with patients in the EHR using various match mechanisms.

Member: IL14218463501	Plan: SIU Molina
Name:	MICHAEL G. SCOTT
DOB:	07/04/1776
Medicaid #:	314159265359
Medicare #	
Address 1:	520 N. 4 <sup>th</sup> Street
Address 2:	
City:	SPRINGFIELD
State:	IL
Zipcode:	62702
Email:	
Phone 1:	217-867-5309

*Demo Data*

DRVS Suggested Match Reason
First, Last, DOB, Sex

## Force Matching

Allows you to manually match members from payer enrollment file.

Patient MRN: 130308	<a href="#">Find Other Patient</a>
Name:	MICHAEL GARY SCOTT
DOB:	07/04/1776
Medicaid #:	00314159265359
Medicare #	
Address 1:	520 North Fourth
Address 2:	
City:	SPRINGFIELD
State:	IL
Zipcode:	62702
Email:	
Phone 1:	867-5309
Phone 2:	

Active Payers for this Patient			
PAYER	POLICY #	START DATE	END DATE
MEDICAID MERIDIAN HEALTH PLAN INC	0012354687	01/01/2022	



# Gap Closure and Data Exchange

Do you have a way to exchange data with payors to close gaps?

Some plans limit methods of supplemental data exchange

SFTP

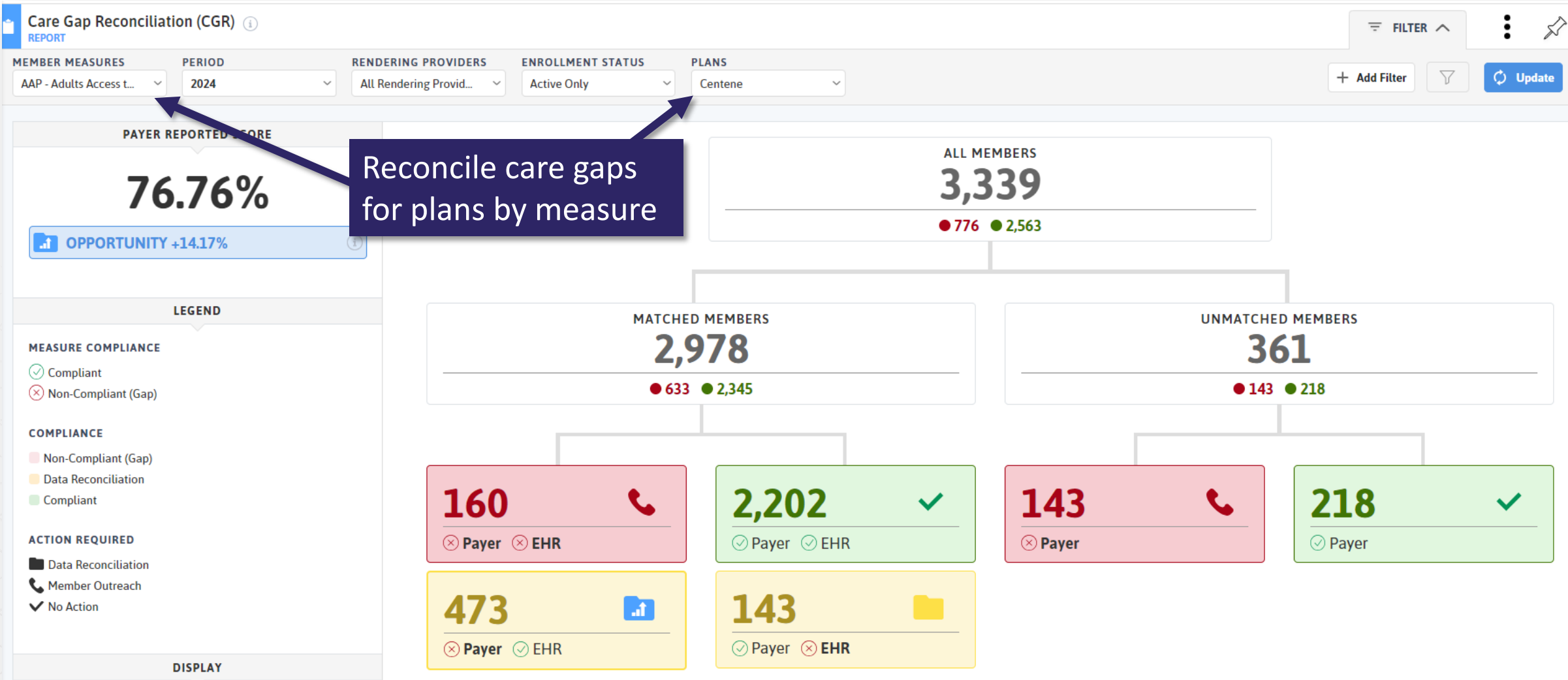
Manual chart scrub and portal upload

Plan chart access

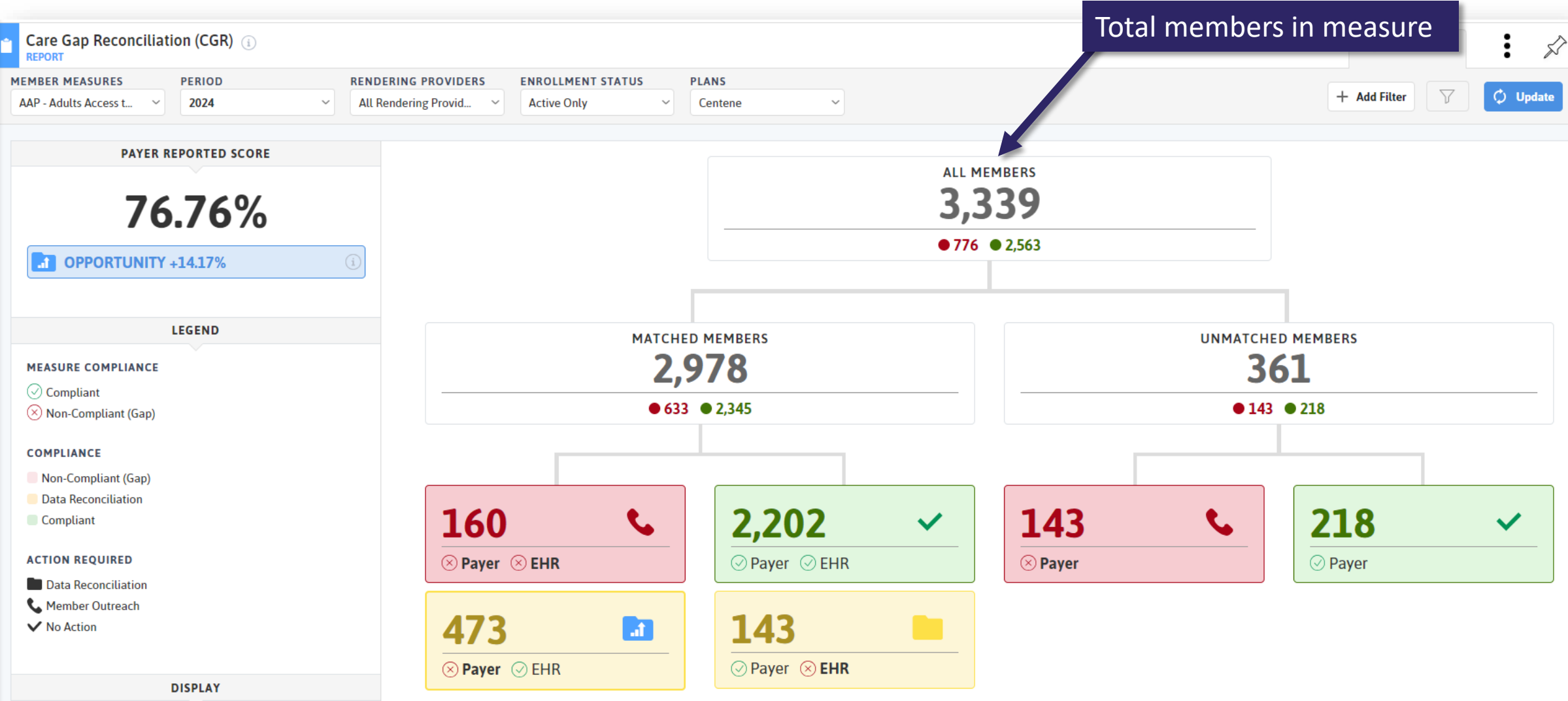
CPT II codes on claims only

Access to payor portals?

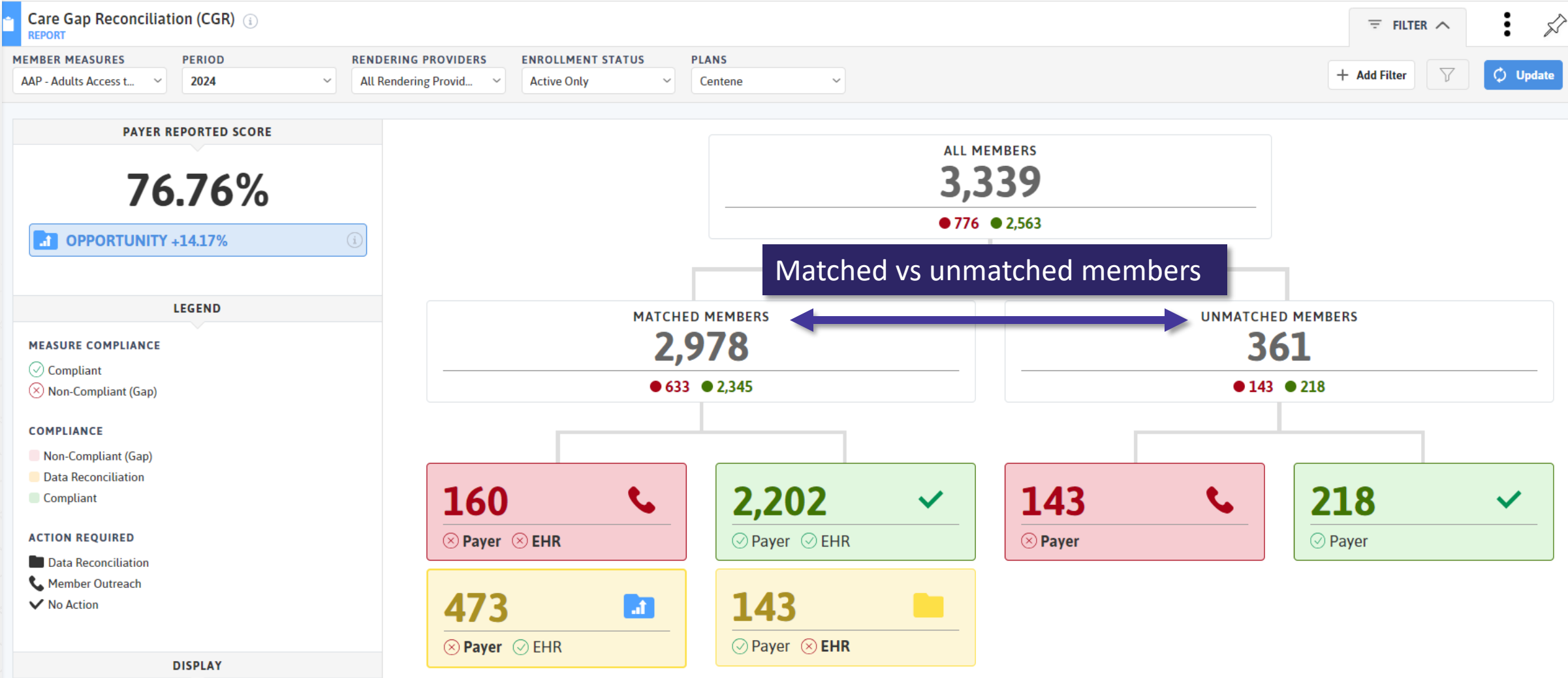
# Challenge: Data Exchange



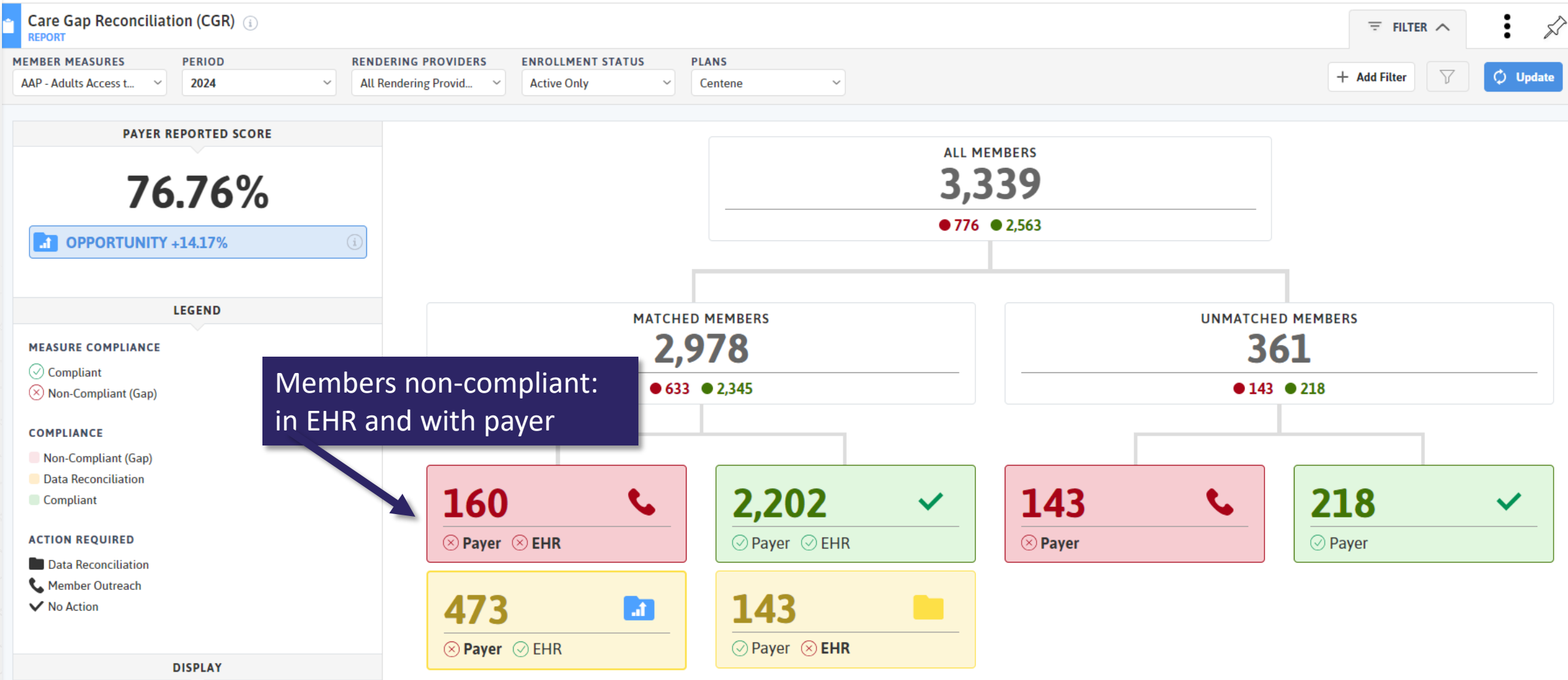
# Challenge: Data Exchange



# Challenge: Data Exchange

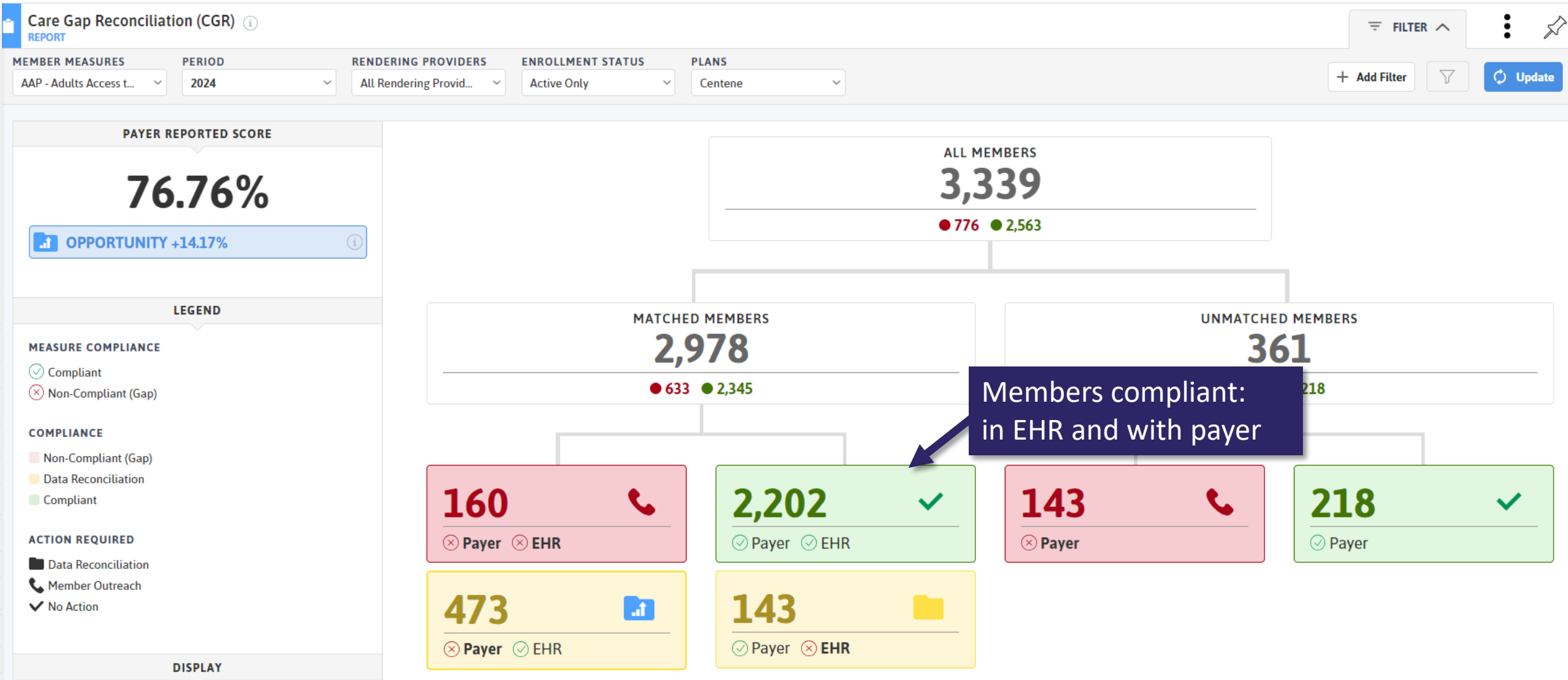


# Challenge: Data Exchange

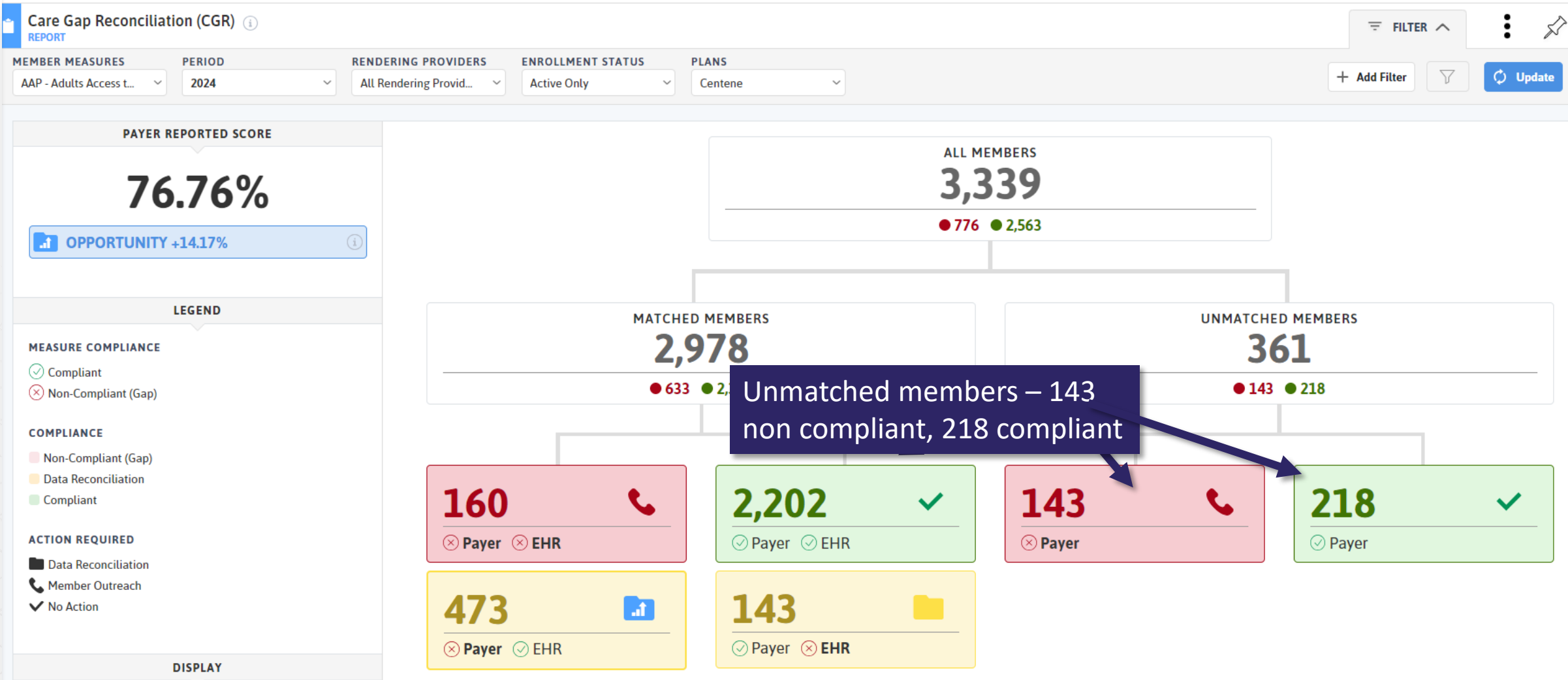




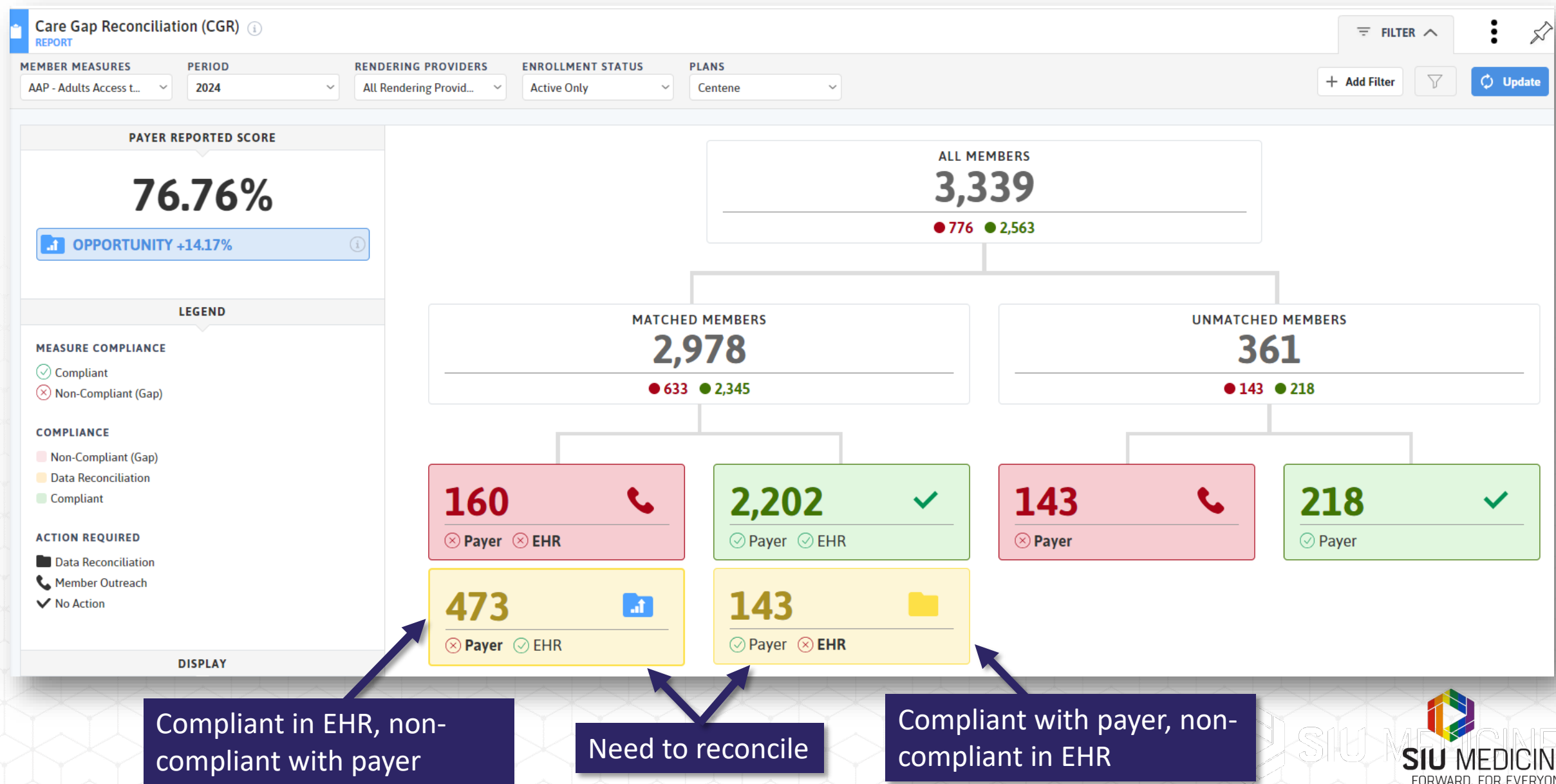
# Challenge: Data Exchange



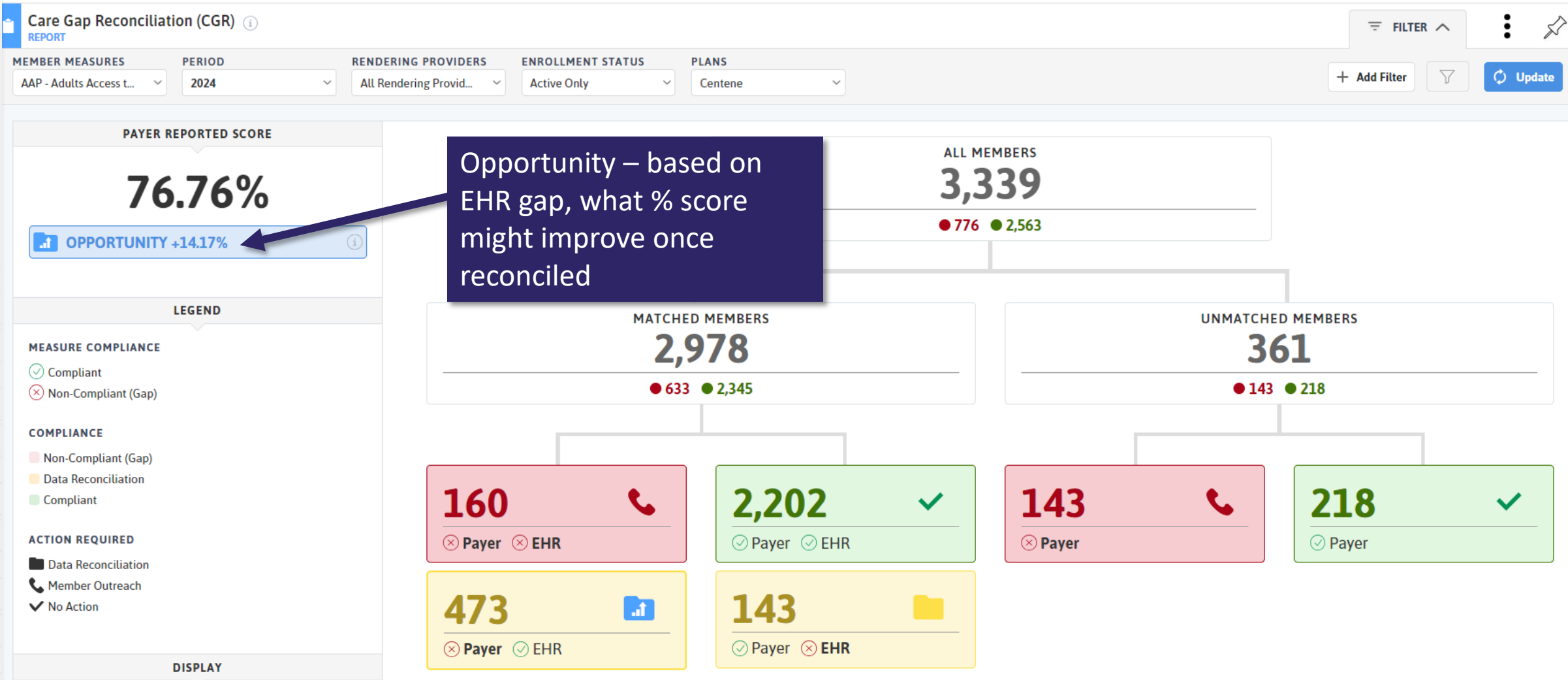
# Challenge: Data Exchange



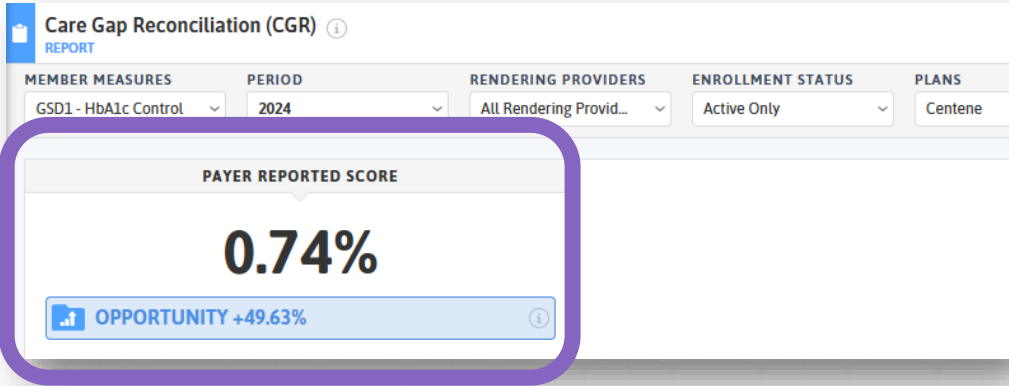
# Challenge: Data Exchange



# Challenge: Data Exchange



# Fully Integrated with Centene Medicaid



Completely automated  
increase of 27%

2023 Earnings: \$2,800  
2023 Potential: \$214,430  
Missed Opportunity: \$211,630  
**98.7%**

Measure	09/24	CY 24	Difference
Adults Access to Care	80.31%	86.32%	6.01%
Breast Cancer Screening	39.50%	44.42%	4.92%
Controlling Blood Pressure	47.64%	68.39%	20.75%
Cervical Cancer Screening	56.12%	59.21%	3.09%
Diabetes HbA1c <8	7.60%	52.63%	45.03%
Child + Adolescent WCV	47.92%	52.68%	4.76%
Childhood Imm - Combo 10	46.67%	43.75%	-2.92%
Imm for Adolescents - Combo 2	18.18%	36.36%	18.18%
Well Child Counseling – BMI	46.81%	64.79%	17.98%
Well Child Counseling - Nutrition	13.83%	27.70%	13.87%

2024 Earnings: \$70,560  
2024 Potential: \$246,660  
Missed Opportunity: \$176,100  
**71.4%**  
Improvement of 27.3%



# Benefits of Payer Integration

## Patient Matching

Compares enrollment data to EHR data  
Can force match patients  
Helps with patient leakage

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## Care Gap Reconciliation

Compares EHR care gap data to insurance plan care gap data

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## Detailed Member Reports

Includes data on membership, recent ED and IP admits, risk related diagnoses, RAF scores and RAF gaps

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# Challenge: Provider and Resident Education

8:20 AM Thursday, August 22, 2024

Visit Reason: DYNDA/BP ISSUES

KNOPE, LESLIE

MRN: 123456

DOB: 01/07/1975

Sex at Birth: F

GI: WOMAN/GIRL

SO: straight or heterosexual

Phone:

Lang: English

Portal Access: Y

Plan: Centene

Cohorts: Meridian Medicaid MCO Patients

PCP: DYNDA, MICHAL

Payer: MEDICAID MERIDIAN

HEALTHCHOICE ILLINOIS

CM: Unassigned

DIAGNOSES (5)

Anxiety

Depression

DM I or II

HTN-E

HyLip

RISK FACTORS (1)

BMI

SDOH (2)

INSURANCE

ALERT

Colon CA 45+

BMI F/U Documentation

Flu - Seasonal

PCV High-Risk

Tetanus

Eye

Foot Exam

Well Visit 19+

MESSAGE

Missing

Missing Follow-up

Missing

Missing

Due 1

Missing

Missing

Overdue

DATE

8/22/2024

1/12/2022

RESULT

Highest BMI: 37.46 (08/22/2024)

Due Date: 1997-07-28 | Most Recent: None

OWNER

Provider

Provider

OPEN REFERRAL W/O RESULT

Outpatient | FQHC Cardiology Clinic

SPECIALIST/LOCATION

Cheema MD, Amir N. /

ORDERED DATE

7/11/2024

APPT. DATE

8/14/2024

Plan and Cohort on PVP indicate insurance type to providers, residents and clinical staff

Demo Data

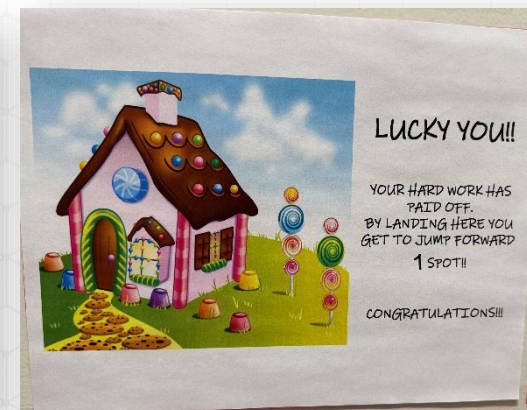
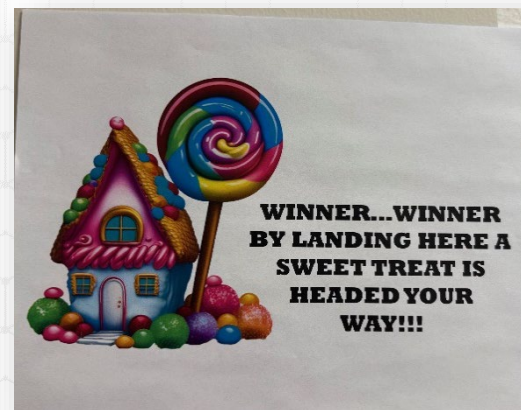
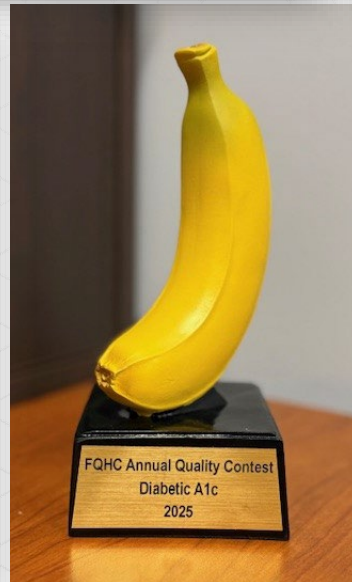
# Challenge: Provider and Resident Education



2024 DRVS conference gave us ideas on how to make quality education more fun



# Challenge: Provider and Resident Education



# Challenge: Provider and Resident Education

Edit

SELECTION REPORT

UDS 2024 CQMs

CENTER NAME

SIU Center For Family Medicine

EMAIL SUBSCRIPTION NAME

2025 UDS Scorecard - Panel

EMAIL SUBJECT

Monthly UDS Scorecard

STATUS

Enabled

Disabled

EMAIL SUBSCRIPTION FREQUENCY

START DATE

2/28/2025

START TIME

06:00 AM

REPEAT

Monthly

DATES

First Monday

FILTER SETTINGS (must be shared filter)

SELECTED FILTER

2025 Usual Provider Scorecard

RECIPIENTS

TYPE

Usual Provider

PROVIDERS

PROVIDER	EMAIL
ABDULFATTAH, OMAR	oabdulf
ACTIVE, PT TERMINATION	noemail
AGAR, SAMANTHA A	sagar98
AGGARWAL, SACHIN	saggarrw

CC LIST

Created scorecard subscription that sends providers monthly UDS scorecards for their patient panel

From: [noreply@azarahealthcare.com](mailto:noreply@azarahealthcare.com) <noreply@azarahealthcare.com>

Sent: Monday, April 7, 2025 1:03 AM

To: Michal Dynda <[mdynda@siumed.edu](mailto:mdynda@siumed.edu)>

Subject: Monthly UDS Scorecard (2025)

azara

healthcare

DRVS

Please find attached your Azara Healthcare UDS 2024 CQMs for 2025. This automated email was scheduled by [lhollenkamp82@siumed.edu](mailto:lhollenkamp82@siumed.edu)

[Visit DRVS](#)

SUBSCRIPTION NAME	REPORT NAME	FREQUENCY	NEXT SEND (LOCAL)	LAST SENT (LOCAL)	LAST STATUS
2025 UDS Scorecard - Panel		Monthly	04/07/2025 01:00 AM	04/07/2025 01:00 AM	Successful



# Challenge: Provider and Resident Education

## WHAT IS UDS?

### BREAST CANCER SCREENING

Who: Women ages 50-74  
What: Need a mammogram  
When: Every 27 months  
(2 years + 3 month grace period)



### COLORECTAL CANCER SCREENING

Who: Patients ages 45-75  
What: Need a colon cancer screening  
When: It depends on the screening

#### Screening tests and timeframes:

FOBT test: valid for current calendar year  
Cologuard test: valid for 3 years  
Colonoscopy: valid for 10 years



### CERVICAL CANCER SCREENING

Who: Women ages 21-64  
What: Need a cervical cancer screening  
When: It depends on the screening

#### Screening tests and timeframes:

Women ages 21-64 with cervical cytology: valid for 3 years  
Women ages 30-64 with a cervical HPV test: valid for 5 years



### CHILD BMI ASSESSMENT

Who: Patients age 3-17  
What: Need BMI, nutrition and physical activity counseling  
When: Annually

#### What needs to be documented?

Height, weight and BMI percentile  
Counseling for nutrition  
Counseling for physical activity  
All 3 must be documented to meet the measure!

### ADULT BMI ASSESSMENT

Who: Patients age 18+ with a BMI >25 or <18.5  
What: Need a documented follow up plan  
When: Annually

#### What qualifies as a follow up plan?

Must be based on BMI and specific to the patient.  
Follow up plan can be documented under Activity or Nutrition section or an order for nutrition/weight loss clinic.



## A GUIDE TO THE UNIFORM DATA SYSTEM REPORT THAT FQHCs ARE REQUIRED TO SUBMIT EVERY YEAR

The UDS report covers all FQHC data: sessions data, claims data, clinical quality data, FTEs, finances, etc.

When you hear the term UDS measures around the clinic, we are referring to clinical quality metrics (CQMs)

### THE BIGGEST IMPACT PROVIDERS AND NURSES CAN HAVE ON UDS IS TO HELP ACHIEVE HIGH SCORES ON OUR CQMS

Understand that the measures have different requirements

The data for these measures is pulled from Touchworks

The data must be documented in set ways so it can be pulled for reports

Data needs to be discrete  
No free text or generic document types

### HOW YOU DOCUMENT IS VERY IMPORTANT!

#### SOME MEASURES ARE MET BY COMPLETING A SERVICE IN A CERTAIN TIME FRAME:

- Colorectal Cancer Screening
- Breast Cancer Screening
- Cervical Cancer Screening
- Depression Screening
- HIV Screening
- Tobacco Use & Counseling
- Adult BMI Assessment
- Child BMI Assessment
- Childhood Immunization
- Dental Sealants for Children

#### SOME REQUIRE MEETING BENCHMARKS:

- Controlling High Blood Pressure
- Depression Remission at 12 Months
- Diabetic A1c

#### SOME ARE MET BY TAKING MEDS:

- Statin Therapy
- IVD and Aspirin Use

### CHILDHOOD IMMUNIZATION STATUS

Who: Children turning 2 years old  
What: Need to receive a specific set of vaccines  
When: By the end of their 2nd year



#### VACCINES NEEDED:

- |               |                     |
|---------------|---------------------|
| 4 DTap        | 1 chicken pox (VZV) |
| 3 polio (IPV) | 4 pneumonia (PCV)   |
| 1 MMR         | 1 Hep A             |
| 3 or 4 Hib    | 2 or 3 rotavirus    |
| 3 Hep B       | 2 influenza         |

### DEPRESSION REMISSION AT 12 MONTHS +/- 60 DAYS

Who: Patients with a dx of depression and a PHQ-9 score >9  
What: Need to achieve remission  
When: Within 12 months +/- 60 days from the initial PHQ-9

#### What qualifies as remission?

Remission is considered a follow up PHQ-9 scored <5 within 12 months +/- 60 days



### DEPRESSION SCREENING

Who: Patients ages 12+  
What: Need a depression screening, and if positive, have a documented follow up plan  
When: Annually

#### What qualifies as a follow up plan?

Referral to behavioral health  
Pharmacological interventions  
Suicide risk screening

### IVD & ASPIRIN USE



Who: Patients 18+ with prior AMI, CABG or PCI or a diagnosis of ischemic vascular disease  
What: Need to take aspirin or another antiplatelet  
When: Actively during the year

### STATIN THERAPY

Who: Patients with ASCVD, elevated LDLs, hypercholesterolemia or diabetes  
What: Need to be taking a statin  
When: Actively during the year



Note: Document any intolerance to statins in allergy field!



### DIABETIC A1C CONTROL

Who: Diabetic patients age 18-75  
What: Need a documented A1c <9  
When: At their most recent lab

Note: The most recent A1c is the only A1c that is counted. This is an inverse measure - lower score is better!

### CONTROLLING HIGH BLOOD PRESSURE

Who: Hypertensive patients age 18-85  
What: Need a BP <140/90  
When: Their most recent appointment



Note: The most recent BP is the only BP that is counted.

### TOBACCO SCREENING AND INTERVENTION

Who: Patients age 18+  
What: Need to be screened for tobacco use and counseled if a tobacco user  
When: Annually



Note: Patients identified as tobacco users must have documented cessation or an rx for a cessation drug annually.

### HIV SCREENING

Who: Patients age 15-65  
What: Need to be screened for HIV  
When: Once during lifetime

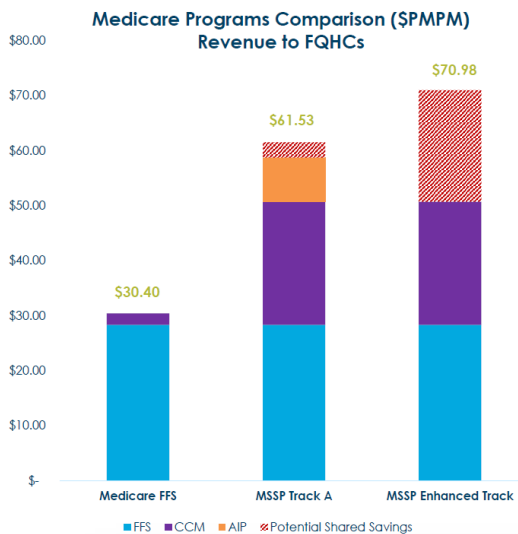


Created a 4ft by 6ft UDS poster explaining what UDS is, measure species and how different clinical staff can help.

Hung in main clinical hallways and breakrooms.

# MSSP ACO

## Financial Modeling: MSSP A serves as a glidepath for risk expansion



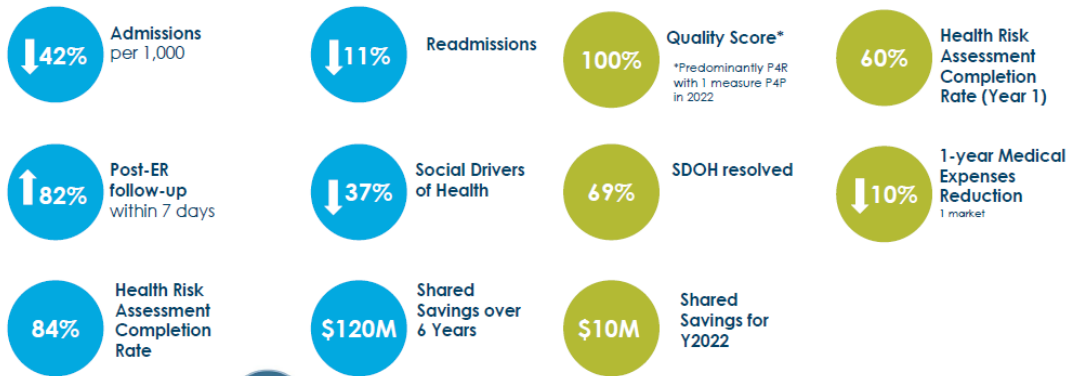
Per 1,000 patients	Medicare FFS	MSSP Track A	MSSP Enhanced Track
Fee-for-service (FFS)* Total Revenue	\$340,000 \$28.33 PMPM	\$340,000 \$28.33 PMPM	\$340,000 \$28.33 PMPM
Chronic Care Management (CCM)* Assume 90 patients at \$23 PMPM	\$24,840 \$2.07 PMPM	\$268,800 \$22.40 PMPM	\$268,800 \$22.40 PMPM
Advanced Investment Payment (AIP)	-	\$96,000 \$8.00 PMPM	-
Potential Shared Savings Revenue	-	\$33,600** \$2.80 PMPM	\$243,000** \$20.25 PMPM
Estimated Revenue for 10K Patients	\$3,648,400	\$7,384,000	\$8,518,000
Difference from FFS		+ \$3,735,000	+ \$4,869,600

MSSP Track A Assumptions  
SS to FQHCs: 30% out of 40% of shared savings  
Savings Rate: 4%  
AIP: \$8.00 PMPM (60%)

MSSP Enhanced Track Assumptions  
SS to FQHCs: 38% out of 75% of shared savings  
Savings Rate: 6%

Approached by Medical Home Network and invited to participate in the new Medicare Shared Savings Program ACO they were forming

## Proven Model & Results: Medicaid and Medicare Outcomes



## Target 3 -7% savings rate with care transformation activities

MSSP Track A P&L modeling Assumptions		Notes	
Lives	4,205		
FFS Revenue (PMPM)	\$ 28	assume 3 visits in a year	
Benchmark	\$ 1,337	modeling using CMS claims data	
Qualifying AIP	\$ 13	MHN Historical MSSP A experience	
MSSP Track A model assumptions			
CCM Qualified Population	40%	40% of Medicare population meets multiple chronic conditions billable criteria	
Available Shared Savings	40%	Available Shared Savings Track A	
Shared Savings to FQHC	55%		
AIP to FQHC	60%	60% of qualified Advanced Investment Payments; AIP is netted out of Shared Savings	
FQHC or CIN P&L			
PMPM		\$ Dollars	
Savings Rate	3%	5%	7%
FFS Revenue	\$ 28.3	\$ 28.3	\$ 28.3
CCM Enhanced Payments	\$ 22.4	\$ 22.4	\$ 22.4
Shared Savings PMPM (including AIP)	\$ 8.8	\$ 14.7	\$ 20.6
TOTAL FQHC P&L for Medicare FFS	\$ 59.6	\$ 65.4	\$ 71.3
INCREMENTAL MSSP Value	\$ 31.2	\$ 37.1	\$ 43.0

ACO Reported Measures (CQMs)	40 <sup>th</sup> Percentile*	Top Decile*
Diabetes: Hemoglobin A1c (HbA1c) Poor Control (>9%)	60.00%	≤10%
Screening for Depression and Follow-Up Plan	96.65%	100%
Controlling High Blood Pressure	40.00%	≥90%

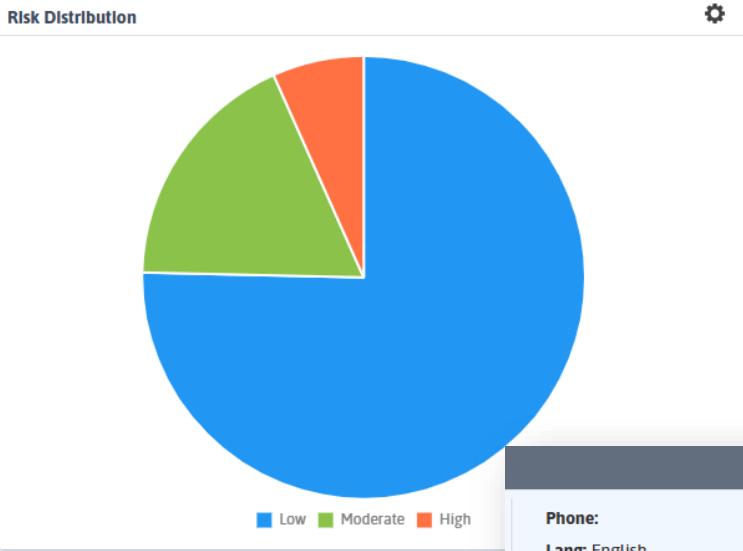
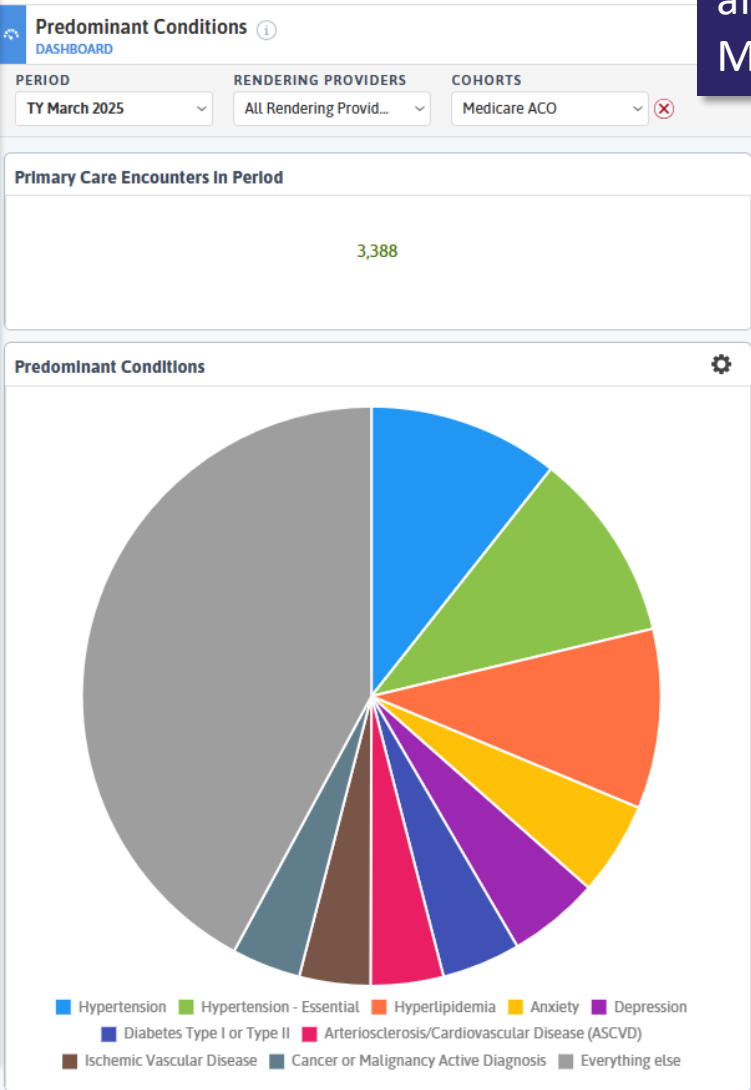
CMS Calculated Metrics
Hospital-wide, 30-day, all-cause unplanned readmissions
Risk standardized, all-cause unplanned admissions for multiple chronic conditions

CAHPS Patient Engagement and Experience Survey



# MSSP ACO

Created a static cohort using alignment file provided by partner Medical Home Network



**Ethnicity**

ETHNICITIES	NUMERATOR
Another Hispanic, Latino/a, or Spanish Origin	5
Hispanic, Latino/a, or Spanish Origin Combined	5
Mexican, Mexican American, Chicano/a	2
Not Hispanic, Latino/a, or Spanish Origin	3,103
Unreported/Choose Not to Disclose Ethnicity	273
<b>Totals</b>	<b>3,388</b>

**Predom Cond based on Primary Care Visits**

PATIENT DIAGNOSES	NUMERATOR	% TOTAL
Acute Myocardial Infarction	58	0.2%
Alcohol Disorder	64	0.3%
Alcohol/Substance Dependency	183	0.7%
Anxiety	1,279	5.2%
Arteriosclerosis/Cardiovascular Disease (ASCVD)	997	4.1%
Asthma	497	2.0%
Atrial Fibrillation/Flutter (ICD-9 codes)	474	1.9%
Attention-deficit hyperactivity disorders	57	0.2%
Autism Spe		
Bipolar Dis		

Shows up on PVP – helpful for providers

Visit Reason: LONG APPOINTMENT Mirocha/Med refill

Phone:	Portal Access: N	PCP: MIROCHA, NICHOLE JOY
Lang: English	Cohorts: Medicare ACO	Payer: MEDICARE PART B
Risk: Low (9)		CM: Unassigned

ALERT	MESSAGE	DATE	RESULT	OWNER
Colon CA 45+	Overdue	4/17/2023	Negative	
A1c Order	Due Soon	5/3/2024	6.2	Provider
Hep C	Missing			
HIV Order	Missing			Provider
LDL	Overdue	3/29/2023	107	
CKD Screening - DM	Overdue	3/30/2023	Low Risk	
Depression Screen	Overdue	12/1/2023	Positive	MA/LPN/RN
Tobacco Counseling	Overdue	6/16/2023		Provider
Eye	Missing			
Foot Exam	Overdue	6/16/2023		Provider
Well Visit 19+	Overdue	3/28/2023		



Created a custom dashboard focused on ACO specifics

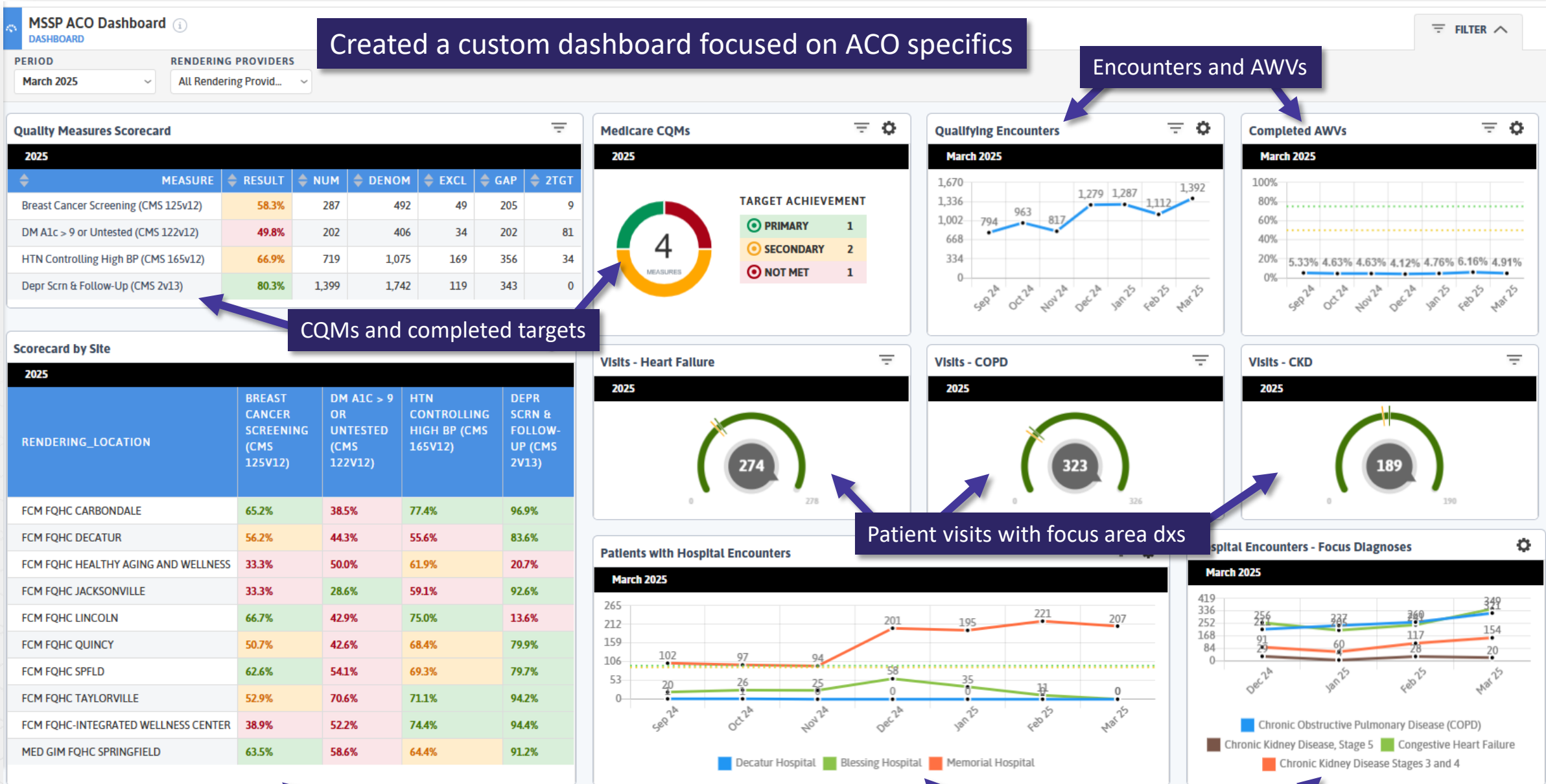
Encounters and AWVs

CQMs and completed targets

Patient visits with focus area dxs

Scorecard grouped by location

ACO wide hospital encounters and focus dx hospital encounters



# Then and Now

Reports from EHR calendar quarter at a time,  
requiring manual manipulation in Excel



Standard and customizable scorecards  
to track progress, refreshed daily

Patient level detail available in Excel, but manual  
review and calculation of measure compliance



Patient level detail for all  
reports and measures

Any customizations done manually in  
Excel, tons of pivots and formulas



Options to customize dashboards and  
reports by provider, locations, plan + more

Document upload in portal or  
manual chart scrub



Automated options to close care  
gaps with payers

Lack of cohesive quality education, resources  
or accountability options



FQHC-wide standardized quality education,  
access to data and easy accountability



# What's next?

- Azara Patient Outreach
  - Tech complications related to accessing data for patients who declined texting
  - Operational complications related to having multiple sites with their own phone number
- Working with local hospitals to map their lab data to DRVS
  - Opened an Express Care – more patients seen without primary care related data
  - Help with UDS and VBC related care gaps
  - Helps prevent repeat labs or screenings
- Tracking and reconciling payments
  - Have no existing process to track payments and reconcile payment amounts with expected reimbursement
- Annual wellness visits, coding opportunities, chronic care management program
- Inclusion of revenue as part of our mission and strategy

*You And Me ...*  
**WE GOAT THIS!**



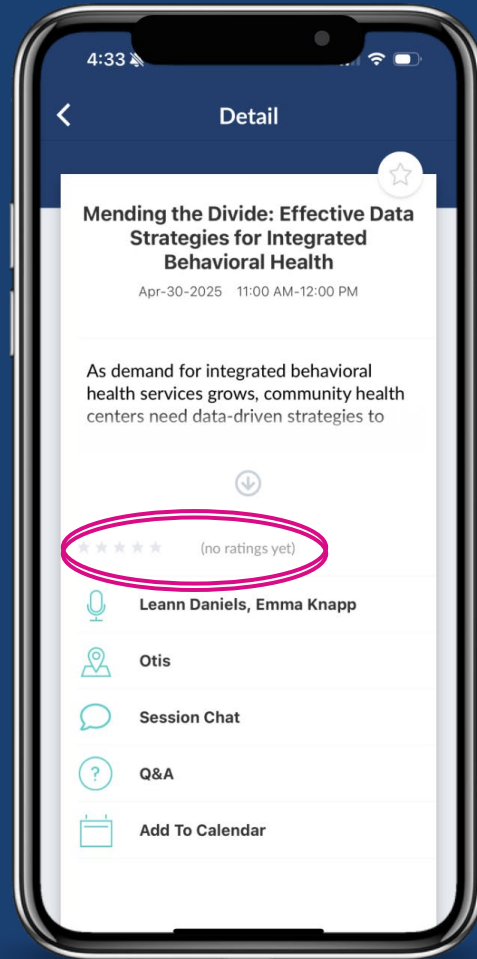
# Questions?



# We want to hear from you!

Click on the session from your agenda in the conference app.

Click the stars in the center of your screen to rate and provide feedback.



Quick and Easy



Rate the session  
and the  
speaker(s)



Provide brief  
feedback or ideas



Help us continue  
to improve



# Achieve, Celebrate, Engage!



## ACE'd it? Share your DRVS success story and become an Azara ACE!

Show your organization has used DRVS to **A**chieve measurable results, **C**elebrate improvement in patient health outcomes, and effectively **E**ngage care teams and/or patients. Stories should showcase how DRVS helped your organization overcome a challenge, the tools and solutions used to drive improvement and details of the successes that resulted from your initiatives. ACEs should be able to provide examples that quantify quality improvement, cost savings, operational efficiency or patient health improvement.

### Benefits:

- Azara will help tell your story and provide a client-branded version for your use
- Potential to create a 2-4 minute video or hour-long Azara-hosted webinar
- Potential to be featured at next year's Azara User Conference
- Win Azara swag!

Submit your success story by completing the form [at this link](#).

azara  
healthcare  
**ACE Program**



# azara2025

USER CONFERENCE

APR 29-MAY 1 | BOSTON, MA

# Thanks for attending!

