



75%

80%

Greenway Care Coordination Services

Tim McLaughlin

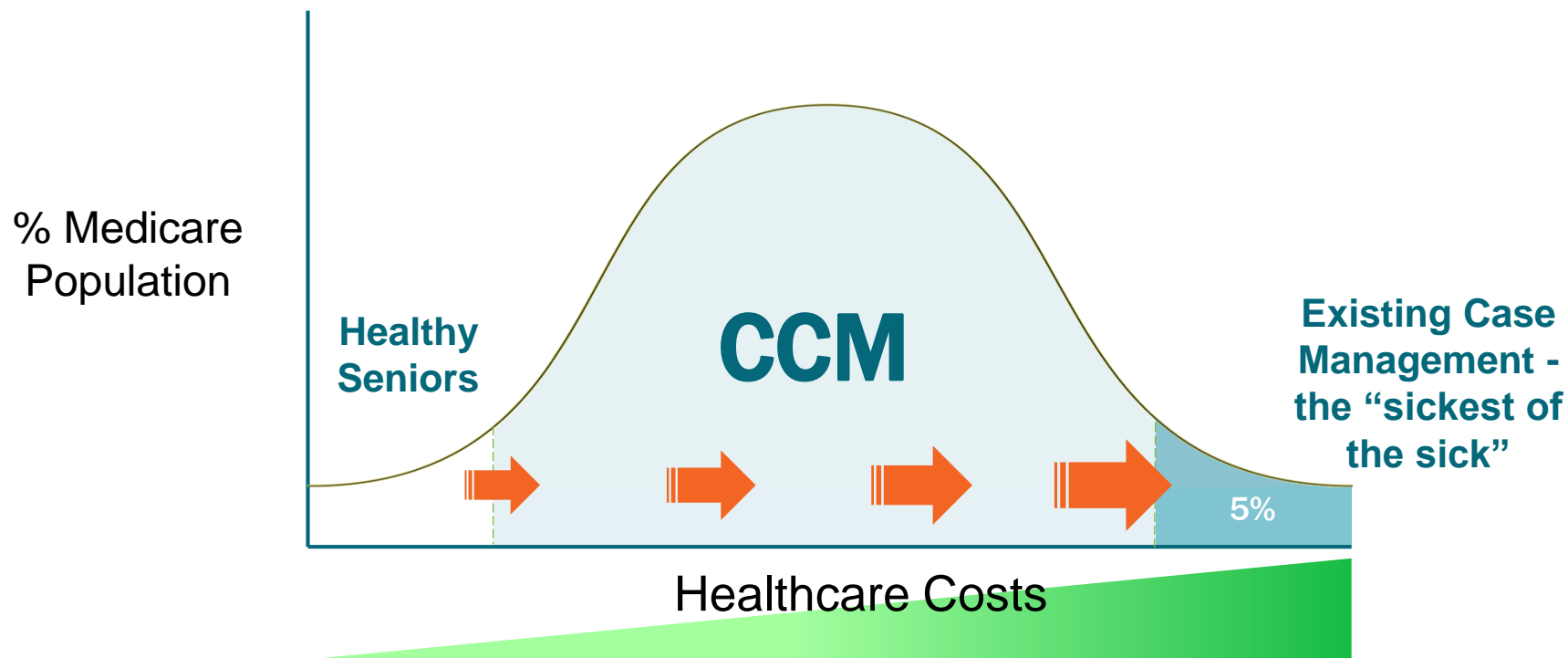
Senior Solution Consultant, Greenway Health

8/30/17

CCM Code 99490 Benefits

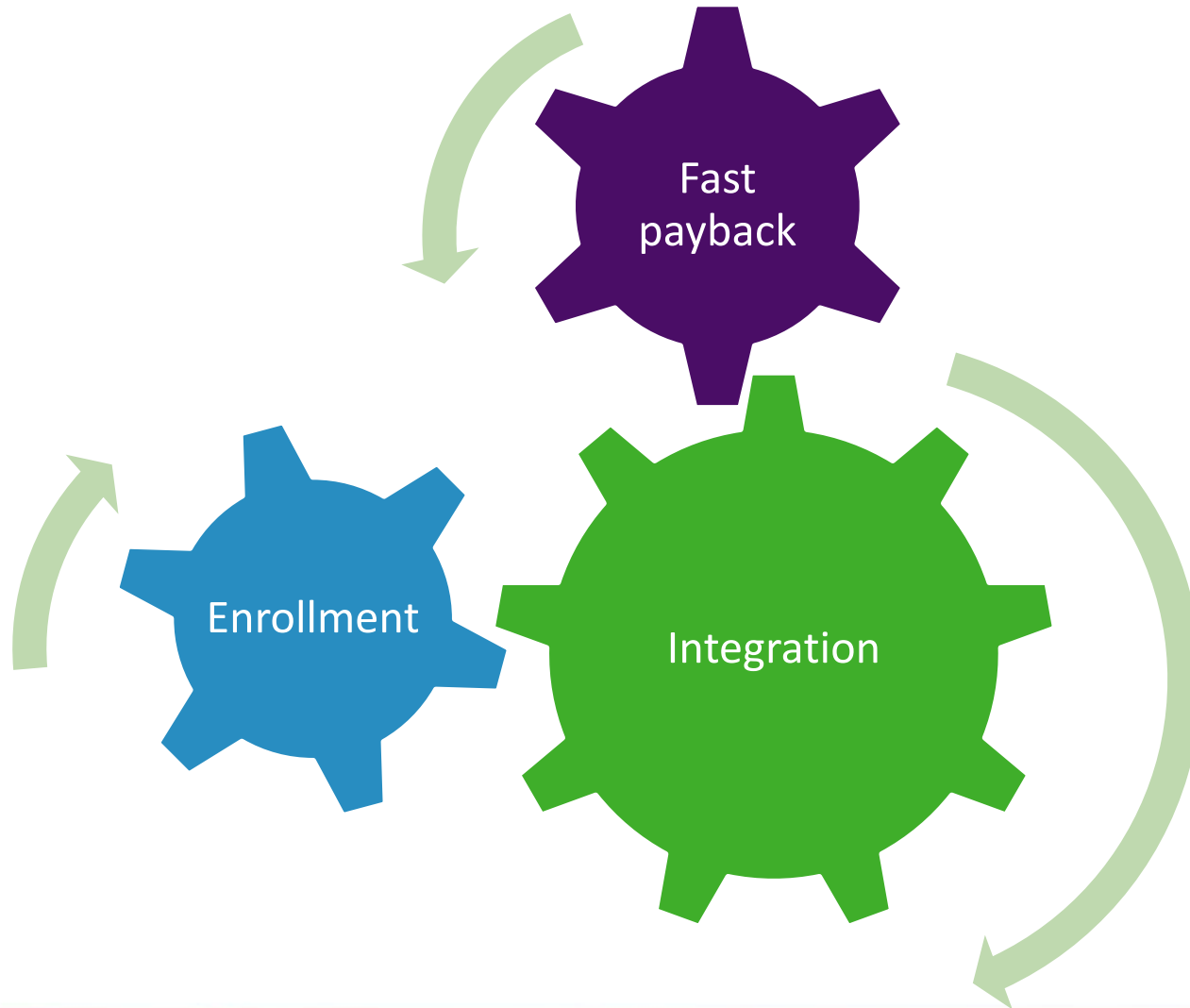
- Clinical:
 - Increased Access to Care
 - Extension of the practice
 - Greater patient engagement
 - Improved outcomes
- Financial
 - Represents a reimbursement bridge for providers as they move from fee-for-service towards value-based medicine & payments (new meaningful use)
 - \$42K / provider / year bottom line net income
 - First of many population health reimbursement codes

Population Health — Where CCM Fits

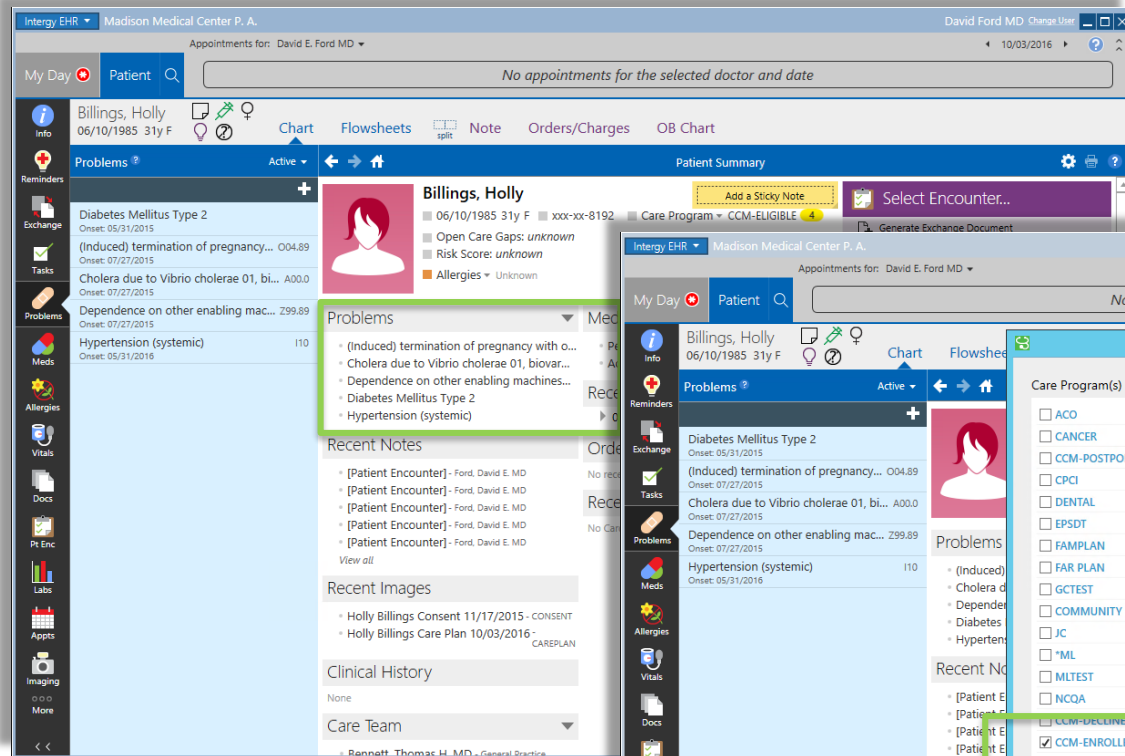


Manage disease in ~70% of Medicare patients who are at moderate risk
Prevent the progression of chronic disease
Avoid unnecessary ED visits/hospital admissions

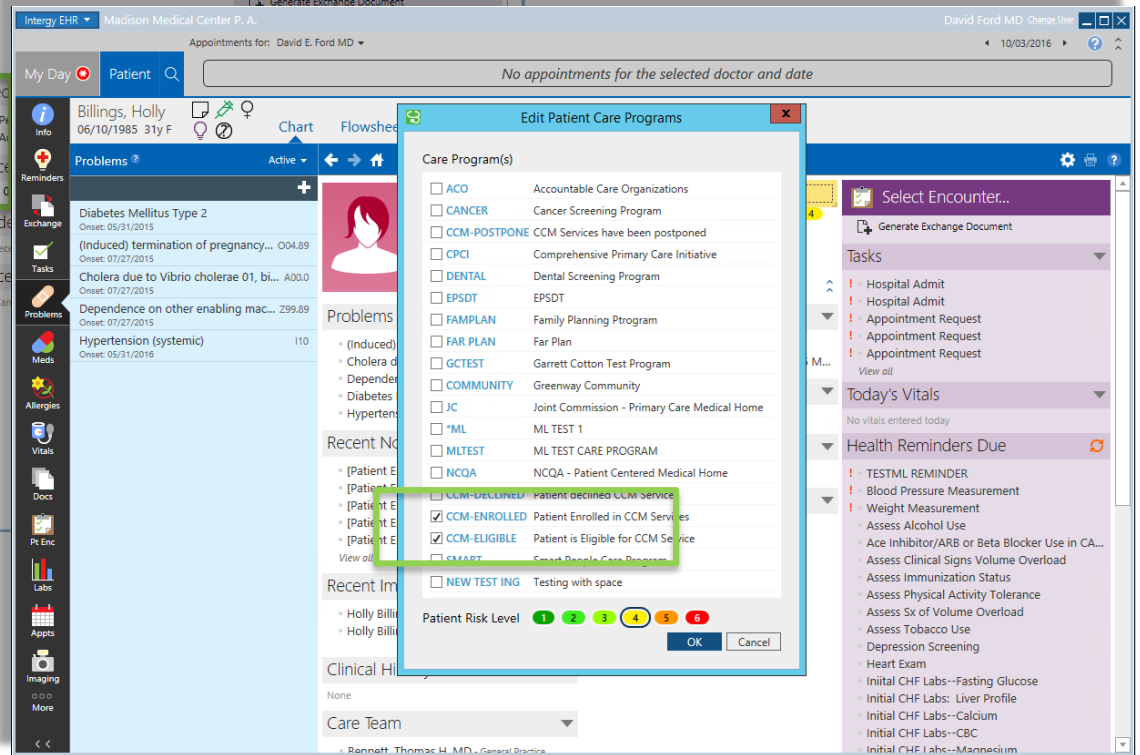
Integration makes getting started easy



Identify & Enroll



Discuss CCM with patient during office visit



Enroll patient in CCM services

CCM services model

Practice

Enroll patients:

- 2+ chronic conditions
- Eligible payer
- Consent form signed
- Assign Care Program of CCM-Enrolled



Service

Patient enrollment validated

CCD extracted for diagnoses and goals



Documents updated

- RevUp care plan
- Evidence of care
- Patient reported vitals

Patient CCM minutes, diagnosis codes, CPT codes aggregated



Patient Imaging:

- Care plan
- Evidence of care
- Patient reported vitals

Billing:

Process claims
Collect patient copayment



Documentation updates

Documents linked to patient chart:

- Evidence of care
- Care plan
- Patient generated vitals

Patient Name : John Doe
 Patient DOB : 1948-07-07
 Patient MRN : 2
 Primary Care Provider : Long, Paul

ICD Codes

ICD	Disease Description
I10	ESSENTIAL (PRIMARY) HYPERTENSION
E78.5	HYPERLIPIDEMIA, UNSPECIFIED
Z68.34	BODY MASS INDEX (BMI) 34.0-34.9, ADULT

CCM Messaging Evidence Report

Sender	Date	RevUp Messages	Duration Minutes
Kerry	11/27/15	I am so glad you posted your first meal into RevUp. Wonderful! This meal has protein and carbohydrates, but maybe consider adding a little more color with fresh fruits or vegetables. It would be a great way to add some more nutrients and fiber. POST DETAILS: Description: fried egg on toast with mayo & onions logged at 11/27/2015 11:10 AM.	5
Kerry	11/27/15		
Kerry	11/27/15		
Kerry	11/28/15		
Kerry	11/28/15		
John	11/29/15		
John	11/29/15		

RevUp

Sidney W.
 123 First Street
 La Jolla, California 92122

Sidney W.

Care Plan

NAME	Sidney W.
DOB	05-01-1966
CARE PLAN DATE	12-04-2014
AGE	49 years
VISIT TYPE/CARE PLAN TYPE	Care Management
CARE PLAN PROVIDER	Smith, Dr. John

PATIENT PROBLEMS/DIAGNOSIS

DIAGNOSIS
Osteoarthritis generalized involving unspecified site
Other and unspecified hyperlipidemia
Unspecified essential hypertension

Depressive
 Lumbago

Patient Vital Signs Report for Doe, John (MRN: 2, Age: 67)

Prepared December 16, 2015 by MD Revolution

Weight Measurements

2015-05

Blood Pressure Measurements

Clinician	Date
Kerry	11/28/15

Billing

Intergy - Madison Medical Center P. A. - David Ford MD

Patient | Scheduling | Tasks | Clinical | Referrals | Financial | Communications | Reports | Printers | Setup | Window | Options | Help | Exit

Work Tasks

Inbox | CCM Billing Information | Billings, Holly 6/10/1955 61y F | FROM: David Ford MD | CREATED: 10/03/16 | DUE: 10/31/16 | PRIORITY: (medium)

CCM BILLING INFORMATION
 CCM Billing Information Holly Billings 10/2016

Created by David Ford MD on 10/3/2016 at 3:15 PM
 CCM Minutes: 27
 Diagnosis Codes: i10, E11.00
 Provider: David Ford
 Date of Service: 10/03/2016
 CPT: 99490

Charge Posting -- Multi

Patient: **Holly Billings** | Account: **1745** | Sex: F | Encounter: 278411 | 09/26/2016 | Voucher: 278411 | General - 09/26/2016

Insurance: MEDG | Billing: PRIMARY

Provider: DF | Ford, David E MD | Service Ctr: MRMC | POS: 21
 Supervisor: DS | Shah, Depak E MD | Finance Ctr: MMC | Dept: 02

Start Date: 09/26/2016 | Procedure: 99490 | Mod: | Units: 1.00 | Charges: 43.00

Diags: E11.00 | Type 2 diab w/ hypros m w/o nonket hyprgly-hypros coma (NKHHC)
 i10 | Essential (primary) hypertension

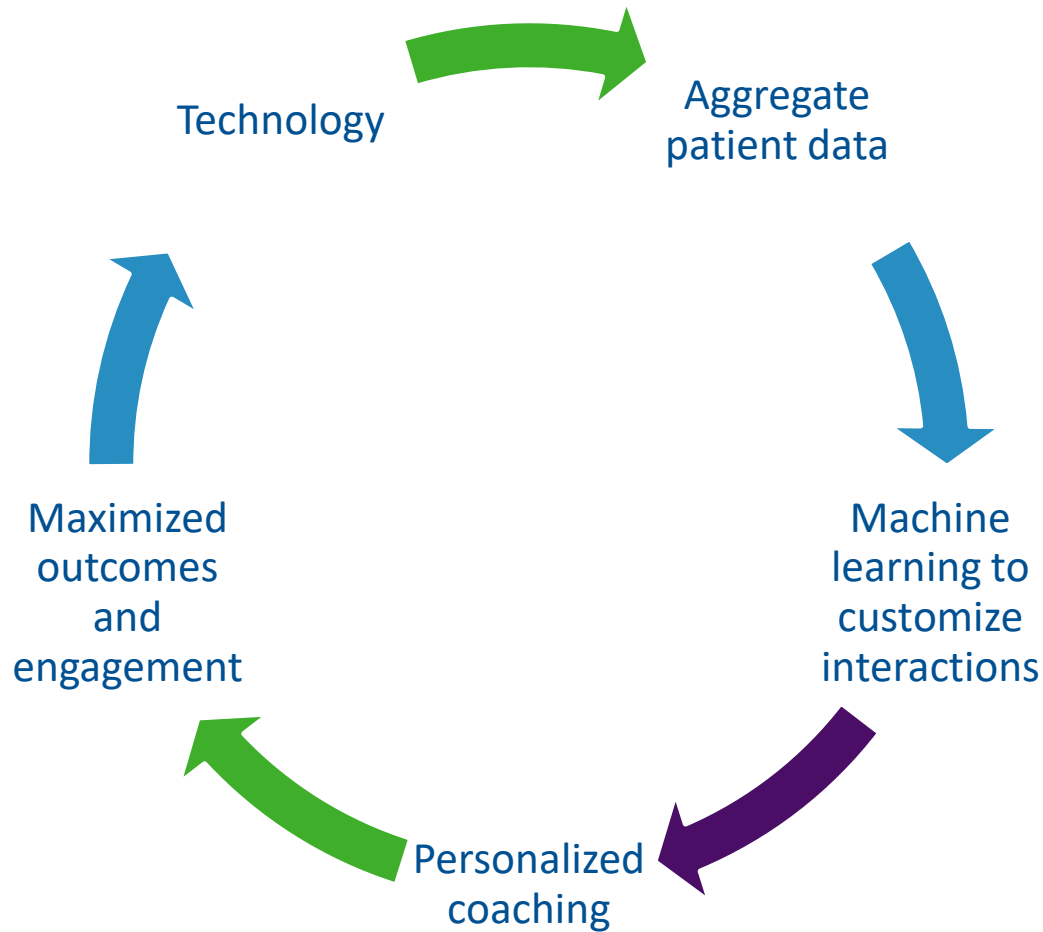
#	Start Date	Plan	Provider	Procedure	Diag	Units	Amount	Profile	Adjust
1	09/26/16	MEDG	DF	99490	E11.00	1.00	43.00	43.00	0.00

Totals: **43.00** | 43.00 | 0.00

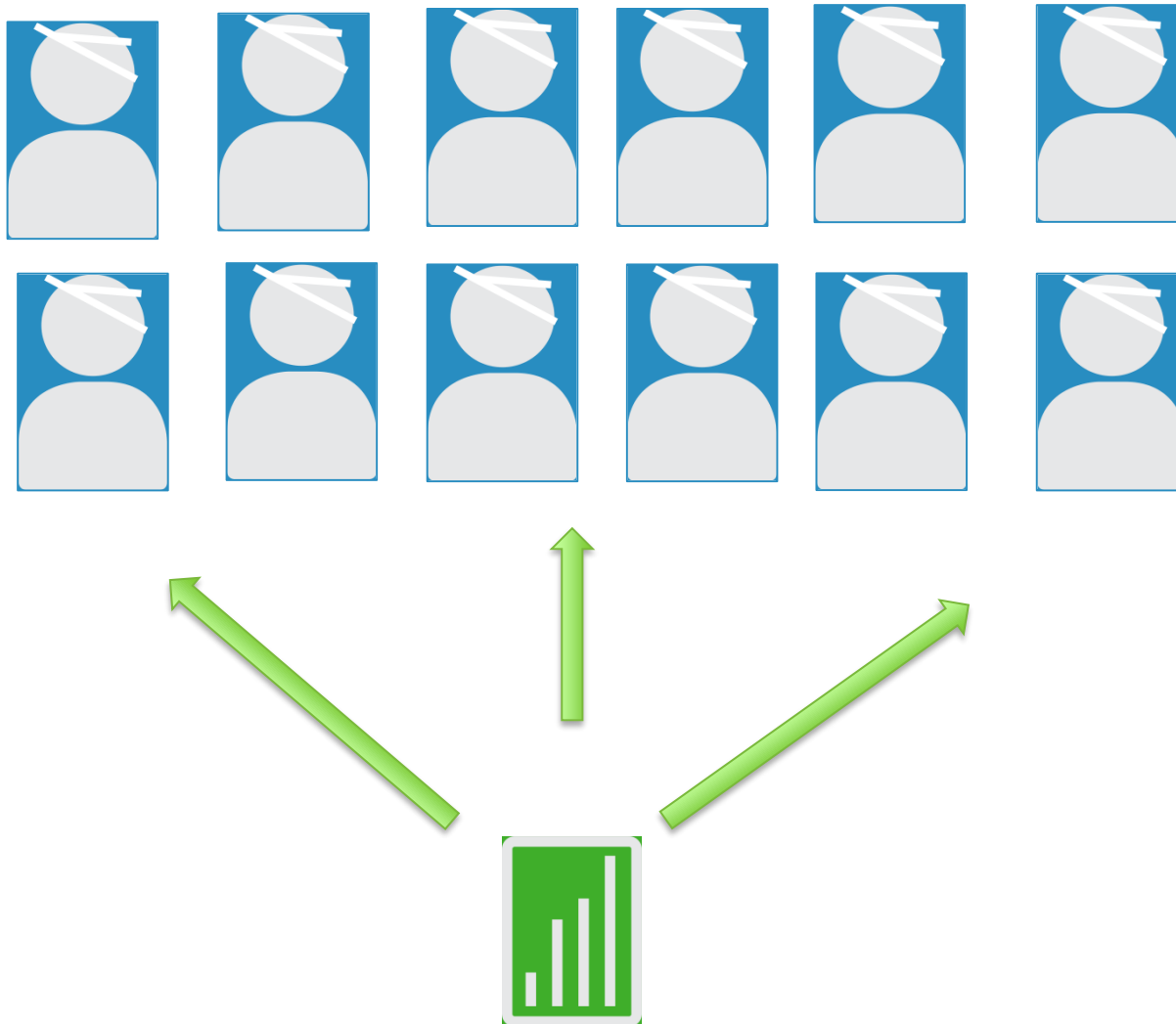
A decorative graphic consisting of a horizontal blue band across the middle of the page. On the left side, there are several overlapping purple circles of various sizes. Some circles are connected by thin lines, and one larger circle has a semi-circular pattern of small squares on its left edge. The text "HOW WE DRIVE OUTCOMES" is centered in white on the blue band.

HOW WE DRIVE OUTCOMES

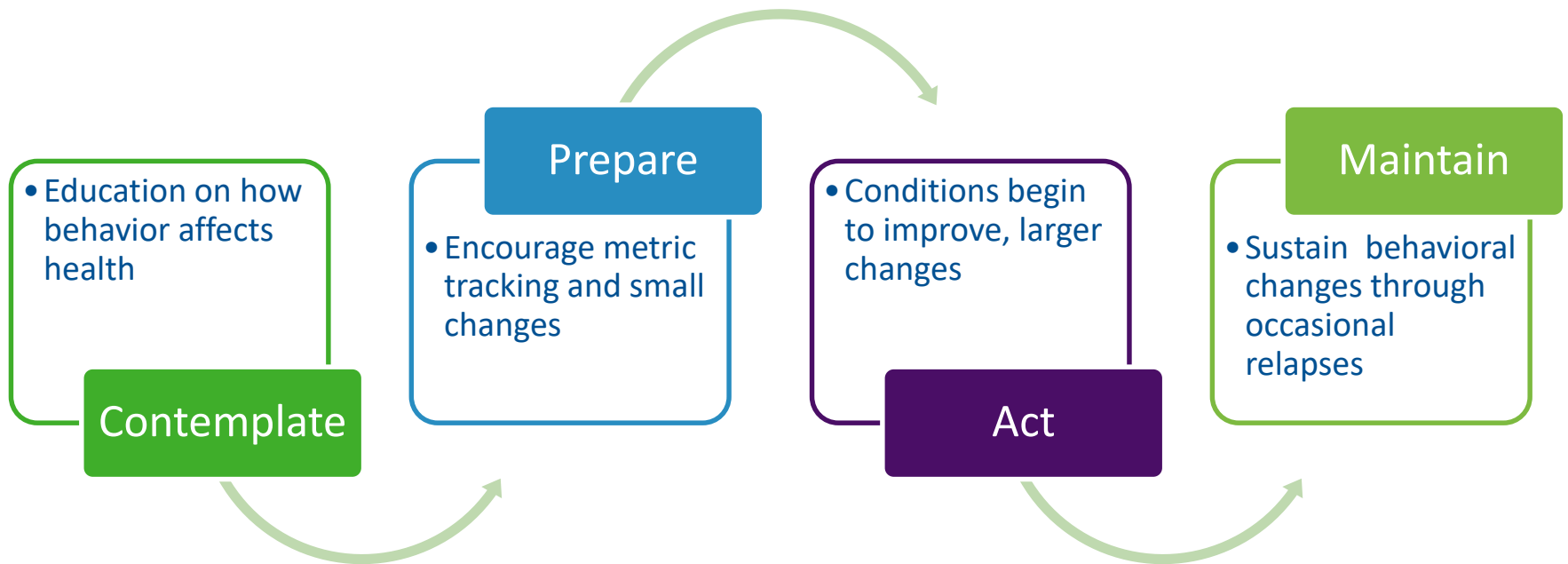
Technology and engagement driving outcomes



More care in twenty minutes



How we coordinate care



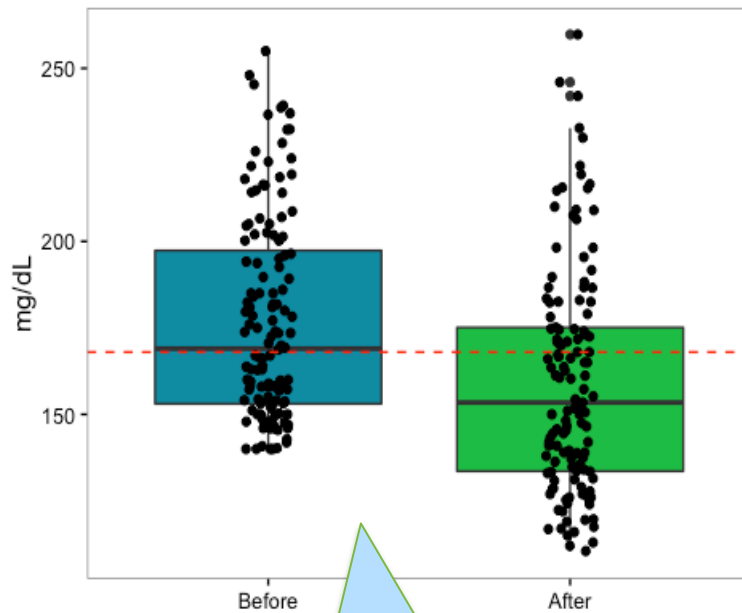
A decorative graphic featuring a horizontal blue band across the middle of the page. On the left side, there are several overlapping purple circles of various sizes. Some circles are connected by thin lines, and one circle is partially obscured by a gear-like pattern. The background of the blue band has a subtle geometric pattern of triangles.

HELPING PATIENTS GET HEALTHIER

CCM patients exhibited significant improvements in multiple health metrics

Blood Glucose

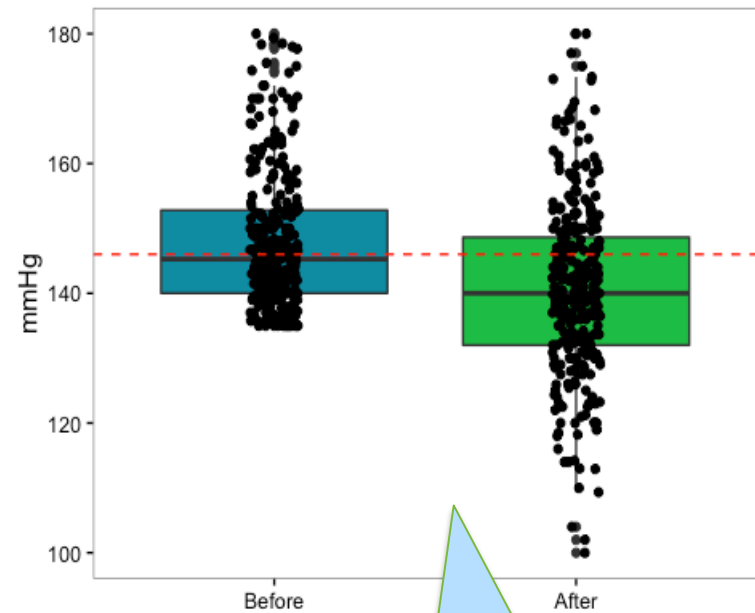
Initial values ≥ 140 mg/dL



-21 mg/dL
P<0.001
N=143
9 weeks

Systolic Blood Pressure

Initial values ≥ 135 mm Hg

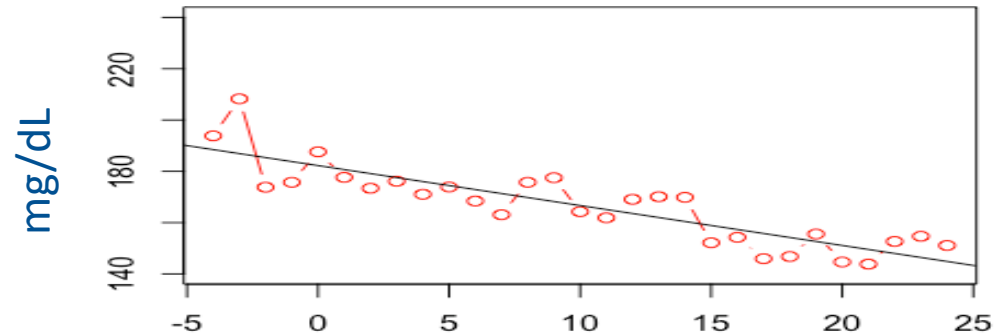


-7 mm Hg
P<0.001
N=292
5 weeks

Trends over time support the role of engagement in generating clinical outcomes

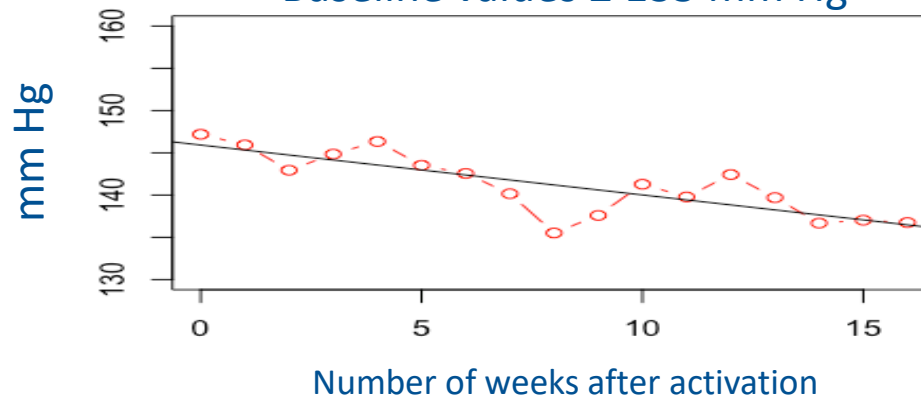
Blood Glucose

Baseline values ≥ 140 mg/dL



Systolic Blood Pressure

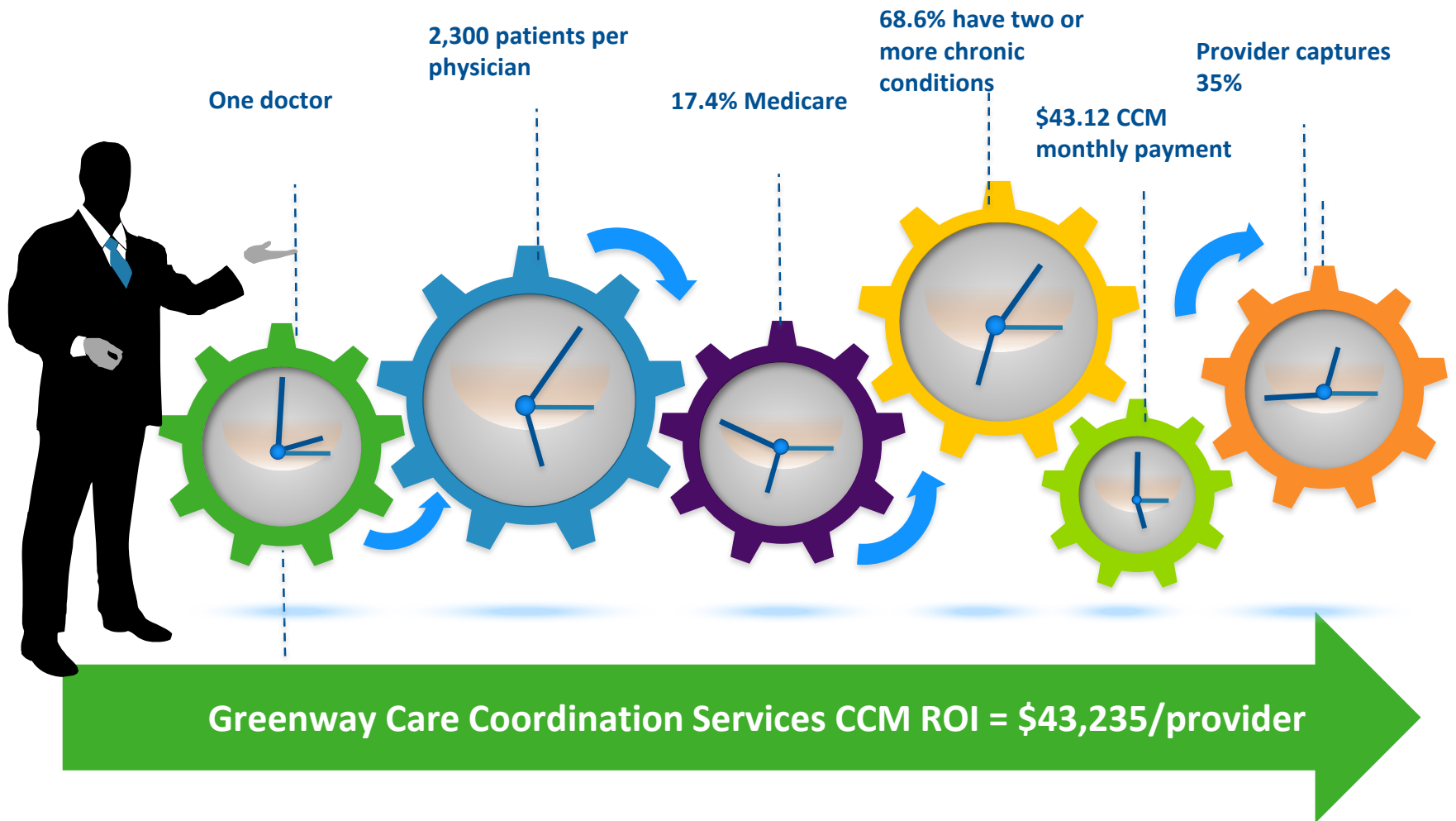
Baseline values ≥ 135 mm Hg



A decorative graphic on the left side of the slide. It features a horizontal blue band with a subtle geometric pattern. Overlaid on this band are several dark purple circles of varying sizes. Some circles are connected to each other by thin white lines, forming a network-like structure. The circles have a slight drop shadow, giving them a 3D appearance. The text 'DOLLARS AND CENTS' is positioned to the right of these circles, centered vertically within the blue band.

DOLLARS AND CENTS

How you earn by partnering with Greenway Care Coordination Services



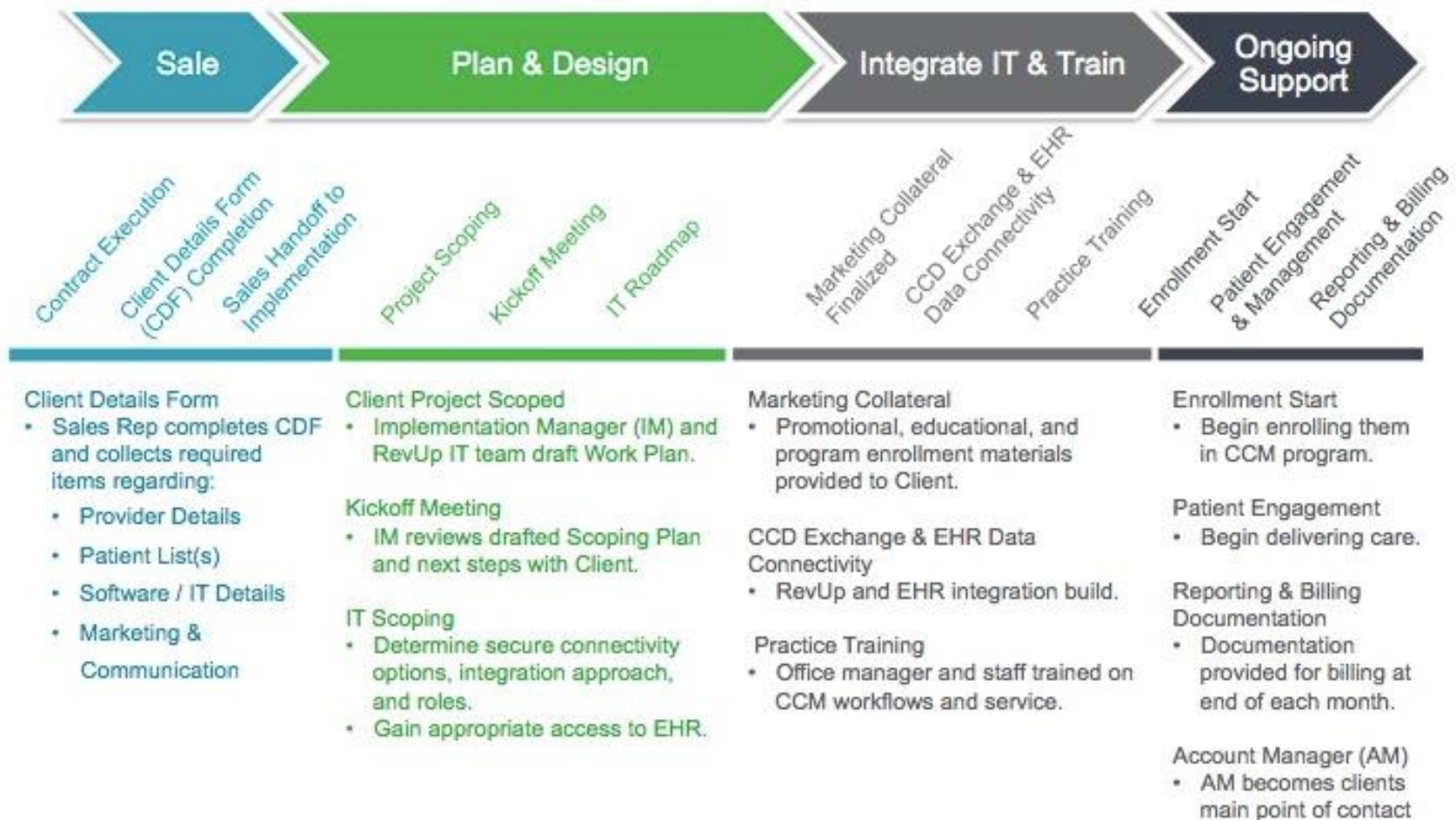
More Than Just 99490

- Many commercial payors are starting to reimburse for 99490
 - Requirements not as stringent
 - Payments are ~ 15-25% higher than Medicare
- 2017 PFS CMS proposes to add two new CCM codes
 - 99487, 99489
 - additional reimbursement for additional time spent to patients with additional condition

Value Proposition

- EHR integration (less work) save \$5-\$12 pppm
 - Increases patient enrollment
 - Billing automation – no manual billing
 - No disruption in office workflow
- Better for your patients
 - Extension of the physician practice
 - Increased patient engagement with personalized messaging
 - Improved outcomes
- Better for the practice
 - Faster enrollment means faster reimbursement
 - Greater patient engagement means the clinical and financial benefit continues over time – instead of tapering off

Implementation Process (4 to 6 Weeks)



Clinical application

RevUp

Marion Werner

Patient List
Patient Groups
Messages
Settings

Logout

Patients ▼


Care Actions ▼
RevUp Actions ▼
Filter Results

Note
Message


<input type="checkbox"/>	First Name	Last Name	MRN	Practice	0	Last Message	Activation	95	56	26	N/A	Care Team	Care Plan Status	Patient Type	12	9
<input type="checkbox"/>	Bruce	Parker	0002	MD Revolution Main	0	8:01 AM 08/02/16	Activated					Marion Werner Amber Leon Luke Baumgartner	N/A	Digital		
<input type="checkbox"/>	Mustafa	Mayer	N/A	MD Revolution Main	0	N/A	Activated	2	2	1	2	Marion Werner Amber Leon Luke Baumgartner	N/A	Digital	0	0
<input type="checkbox"/>	Bryon	Labadie	N/A	MD Revolution Main	0	N/A	Activated	8	3	2	1	Marion Werner Amber Leon Luke Baumgartner	N/A	Digital	0	0
<input type="checkbox"/>	Freida	Kessler	N/A	MD Revolution Main	0	N/A	Activated	6	1	2	1	Marion Werner Amber Leon Luke Baumgartner	N/A	Digital	0	0
<input type="checkbox"/>	Brandy	Wolf	N/A	MD Revolution Main	0	N/A	Activated	5	2	3	1	Marion Werner Amber Leon Luke Baumgartner	N/A	Digital	0	0
<input type="checkbox"/>	Westley	Grant	N/A	MD Revolution Main	0	N/A	Activated	6	1	3	N/A	Marion Werner Amber Leon Luke Baumgartner	N/A	Digital	0	0


Patient application


Need help? 858-207-4251 Online Help


RevUp  Settings View Care Plan Sign out

MESSAGES


 Marion Werner Jun 24th, 8:09 am
I noticed that your blood sugar is a little high this morning. Be sure to recheck it and try to fit in some activity today.

Jun 24th, 10:19 am  Bruce Parker
Just finished a walk! Thank you for checking in.

 Marion Werner Jul 25th, 9:13 am
I noticed that your blood pressure is a little high this morning. Can you recheck it?

8:01 am  Bruce Parker
Thank you for checking in. Last week was stressful and I didn't eat very healthy.

Write your message here...

 SEND

BLOOD SUGAR

+ Add Blood Sugar

8/2/2016 12:12pm
130.0 mg/dL

Chart shows: Past week

BLOOD PRESSURE / HEART RATE

+ Add Blood Pressure / Heart Rate

8/2/2016 7:00am
130 Systolic / 77 Diastolic 77 Heart Rate

Chart shows: Past week