Greenway Care Coordination Services

Tim McLaughlin

Senior Solution Consultant, Greenway Health

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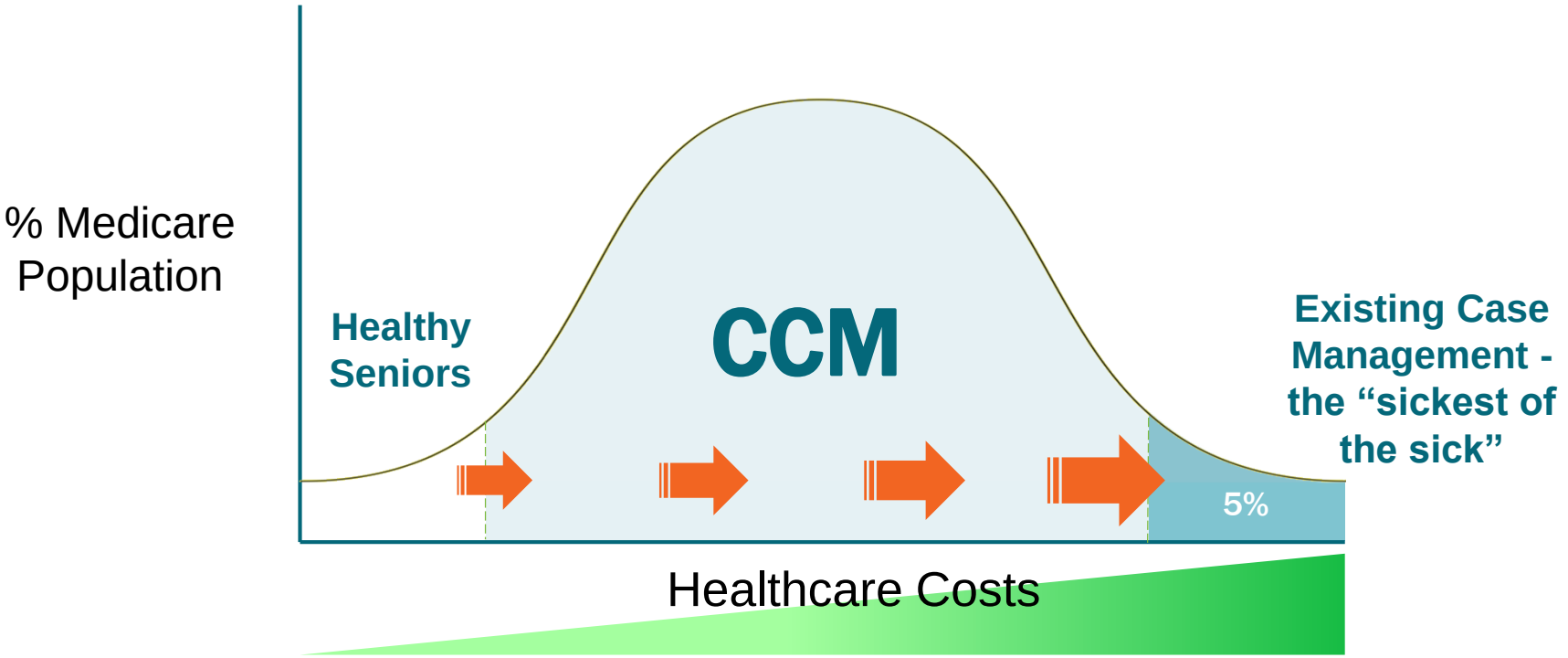
CCM Code 99490 Benefits

- 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

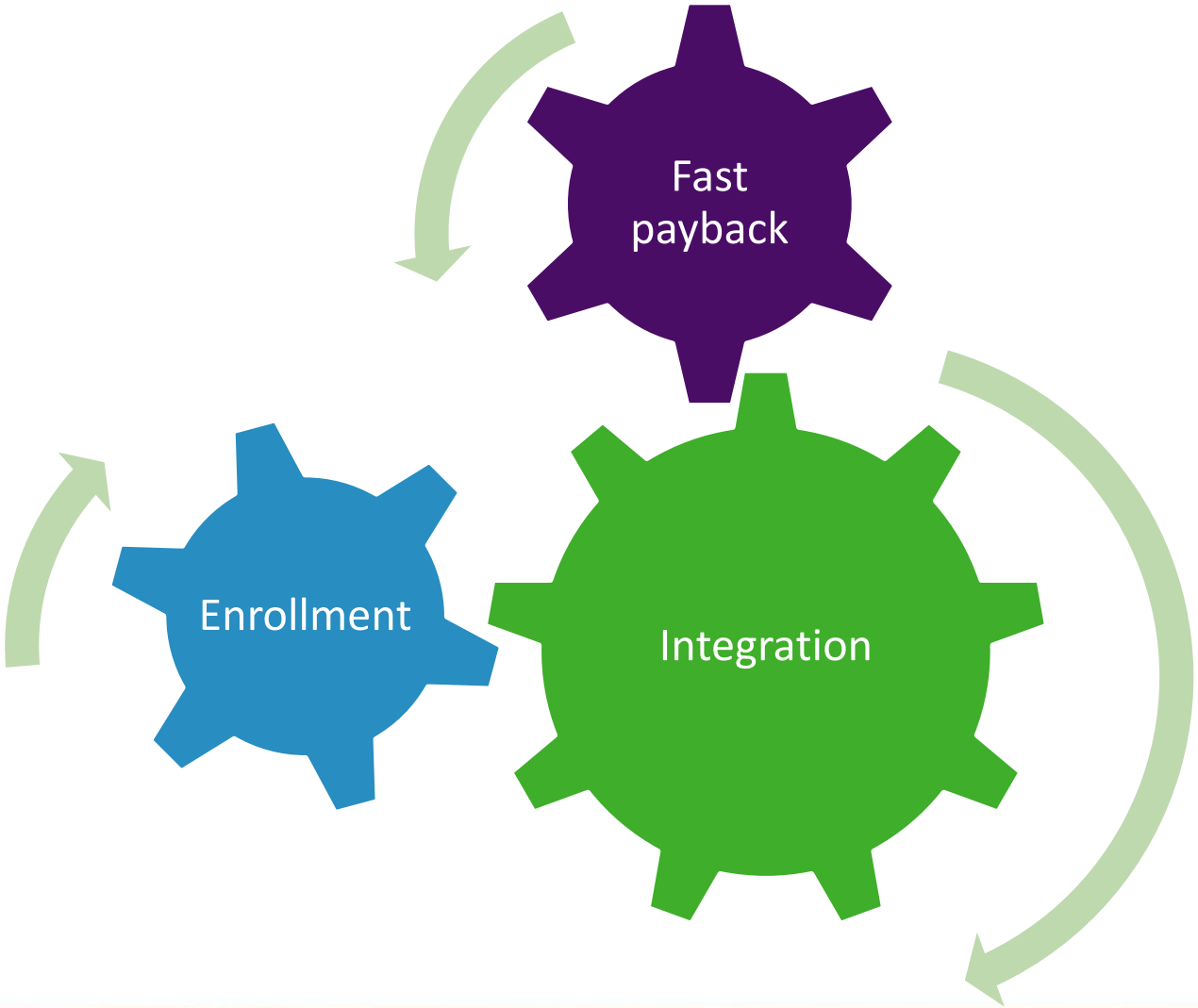


Manage disease in ~70% of Medicare patients who are at moderate risk

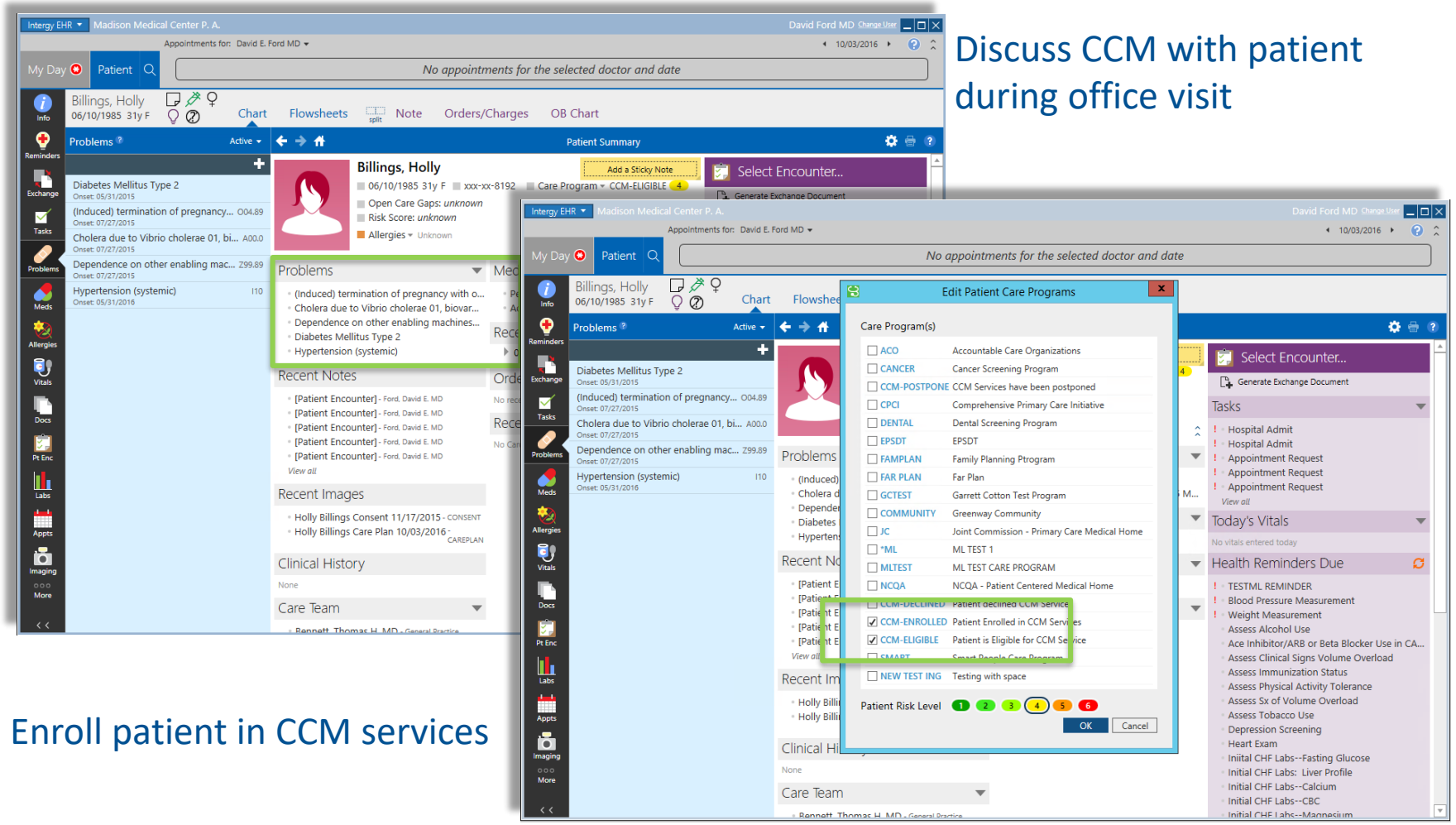
Prevent the progression of chronic disease

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

Patient enrolled →

Patient Imaging:
- Care plan
- Evidence of care
- Patient reported vitals

← Documentation sent

Billing:
Process claims
Collect patient copayment

← Billing information sent

Service

Patient enrollment validated

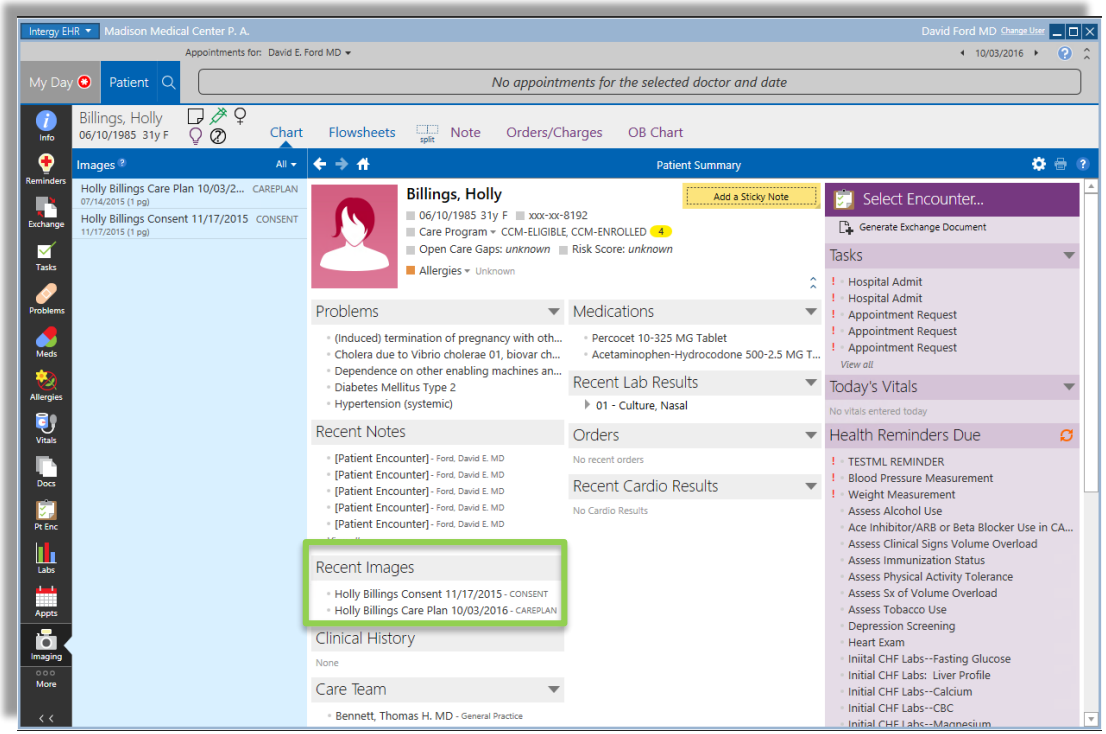
CCD extracted for diagnoses and goals

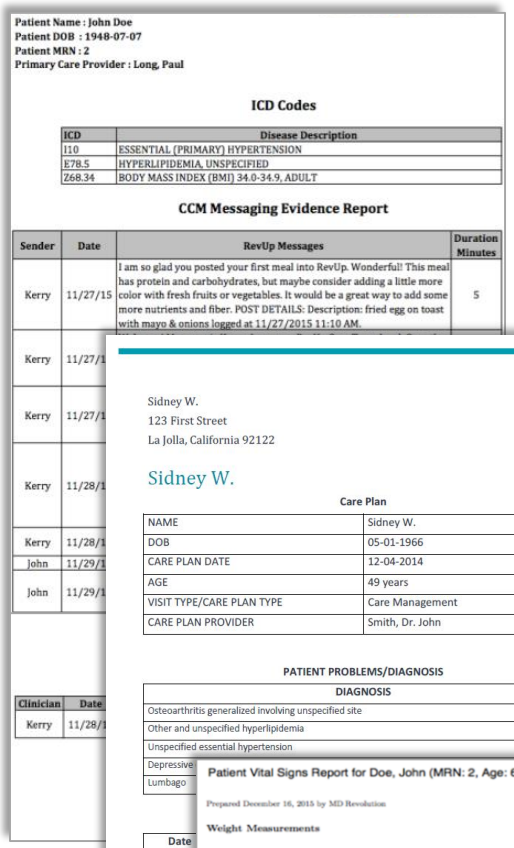
CCM Services provided during month

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

Patient CCM minutes, diagnosis codes, CPT codes aggregated

Documentation updates





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	11/27/1		
Kerry	11/27/1		
Kerry	11/28/1		
Kerry	11/28/1		
John	11/29/1		
John	11/29/1		

Clinician	Date
Kerry	11/28/1

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

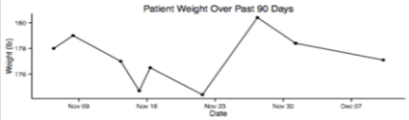
DIAGNOSIS
Osteoarthritis generalized involving unspecified site
Other and unspecified hyperlipidemia
Unspecified essential hypertension
Depressive
Lumbago

Date
2015-05-2

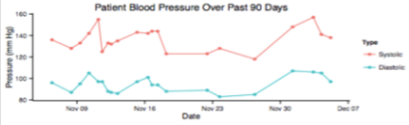
Patient Vital Signs Report for Doe, John (MRN: 2, Age: 67)

Prepared December 16, 2015 by MD Revolution

Weight Measurements



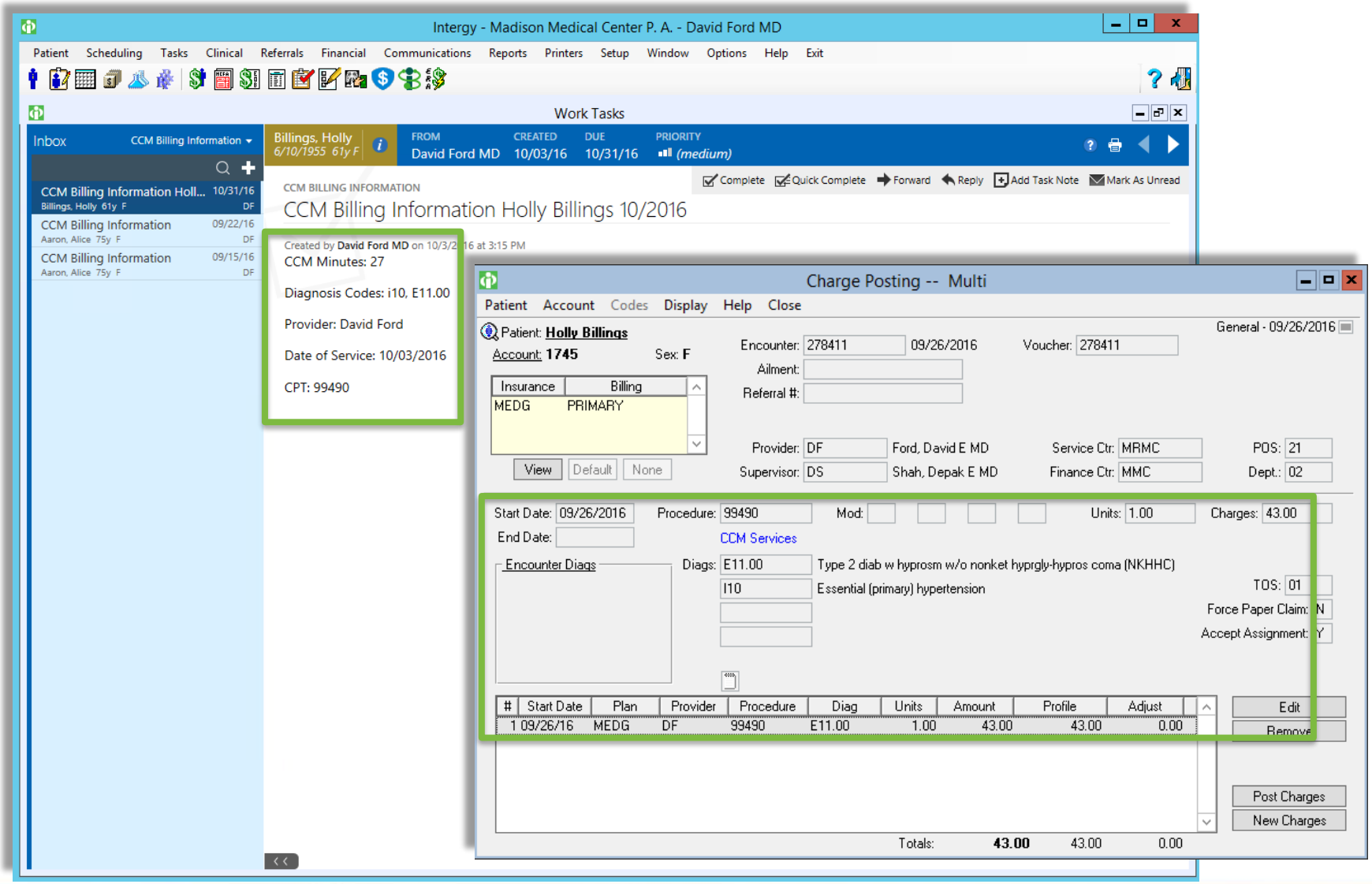
Blood Pressure Measurements



Documents linked to patient chart:

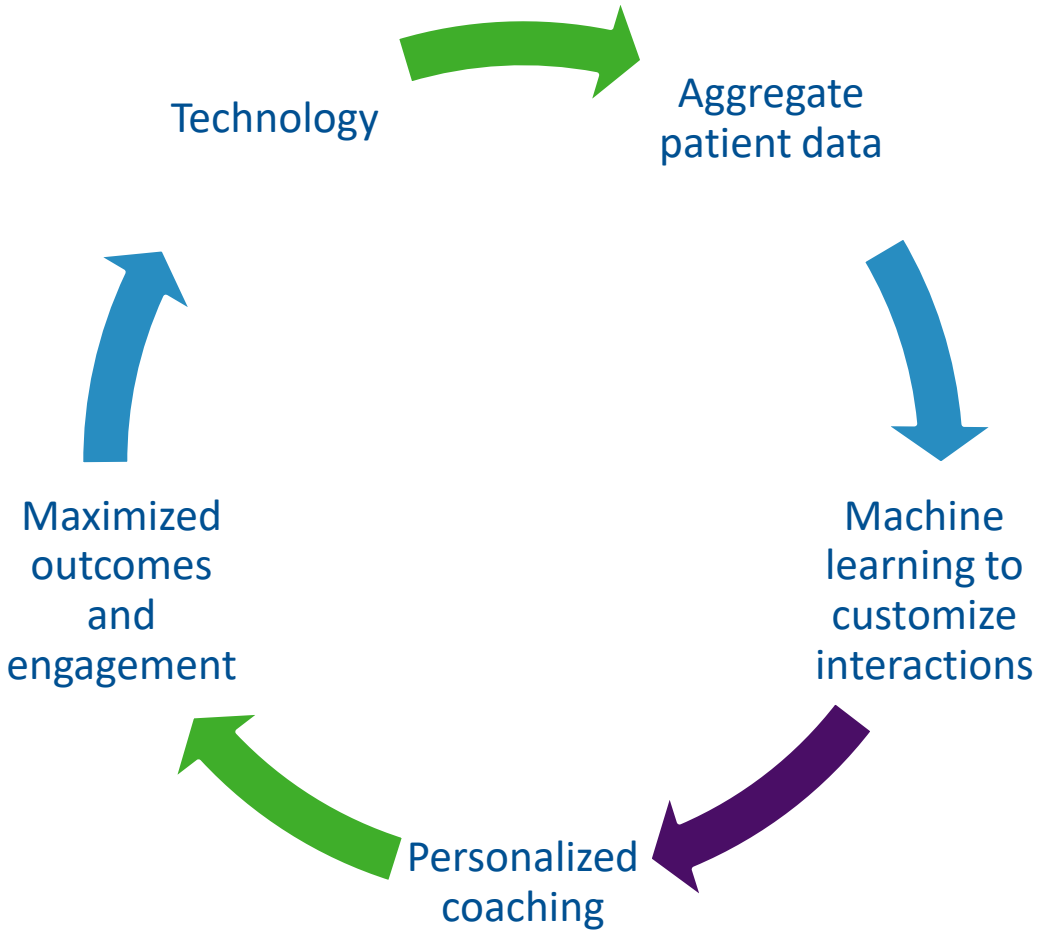
- Evidence of care
- Care plan
- Patient generated vitals

Billing

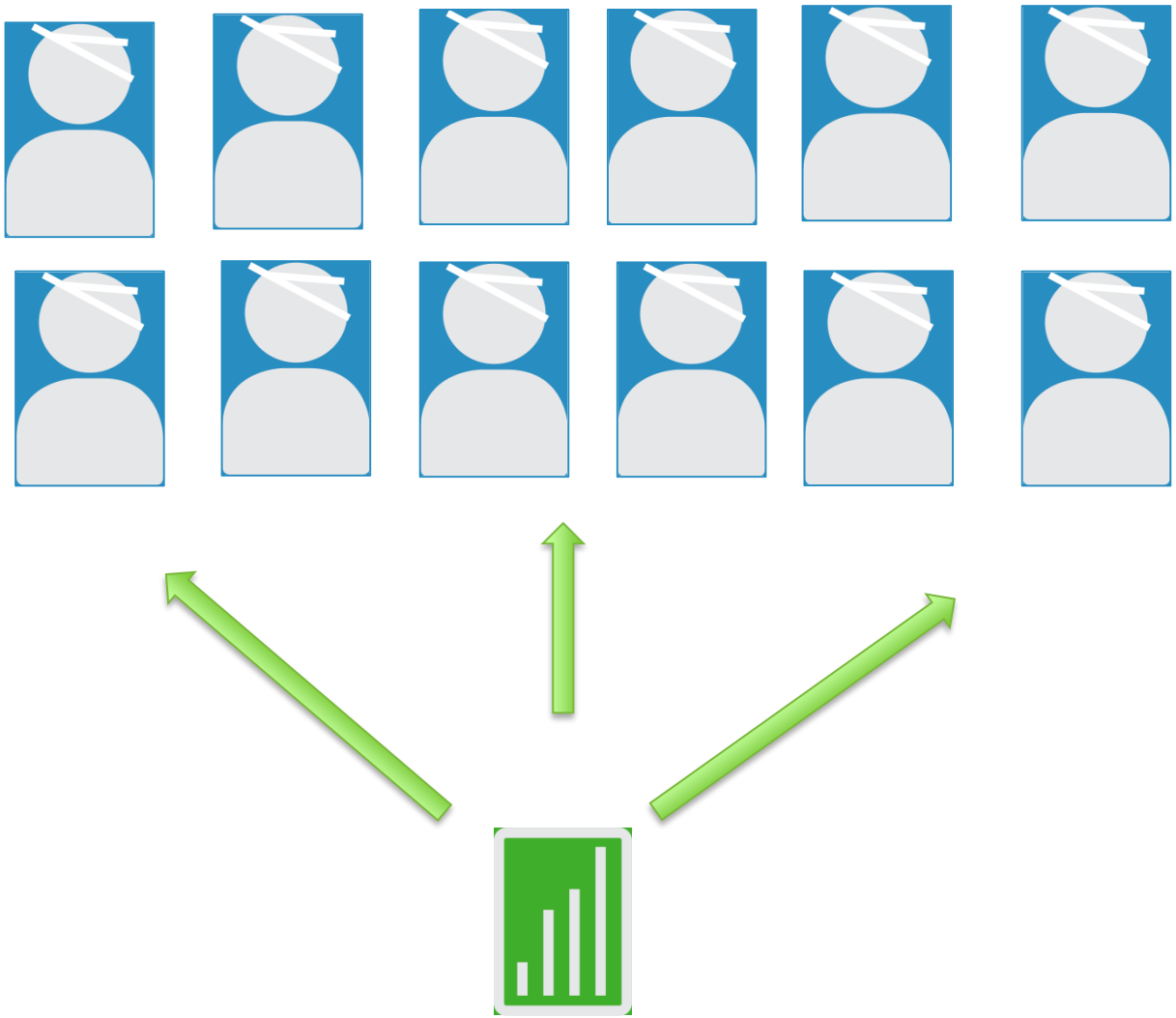


HOW WE DRIVE OUTCOMES

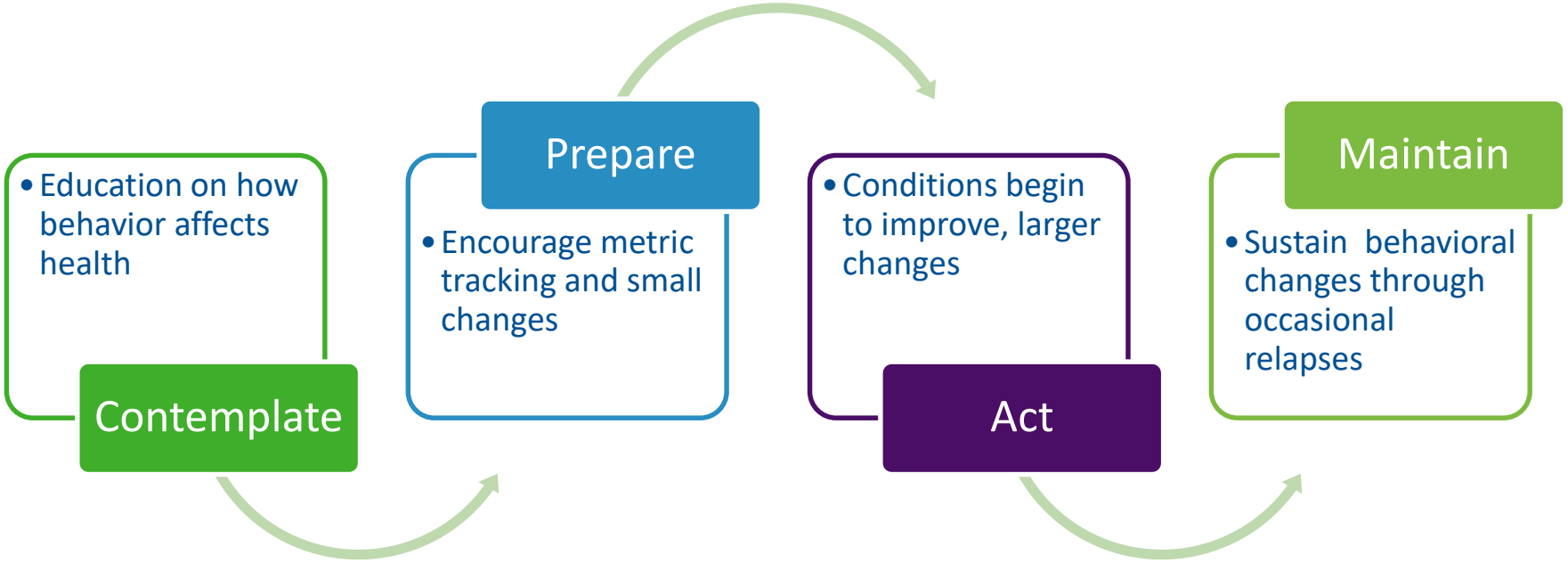
Technology and engagement driving outcomes



More care in twenty minutes



How we coordinate care

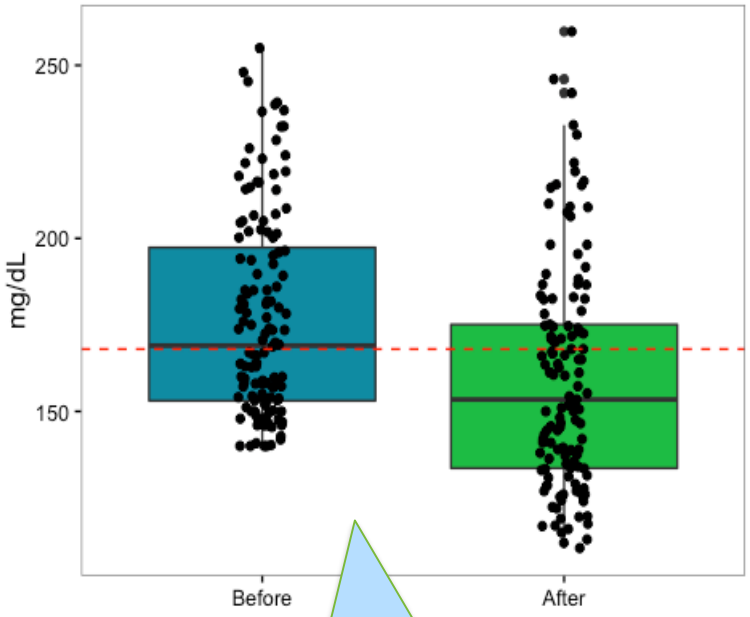


HELPING PATIENTS GET HEALTHIER

CCM patients exhibited significant improvements in multiple health metrics

Blood Glucose

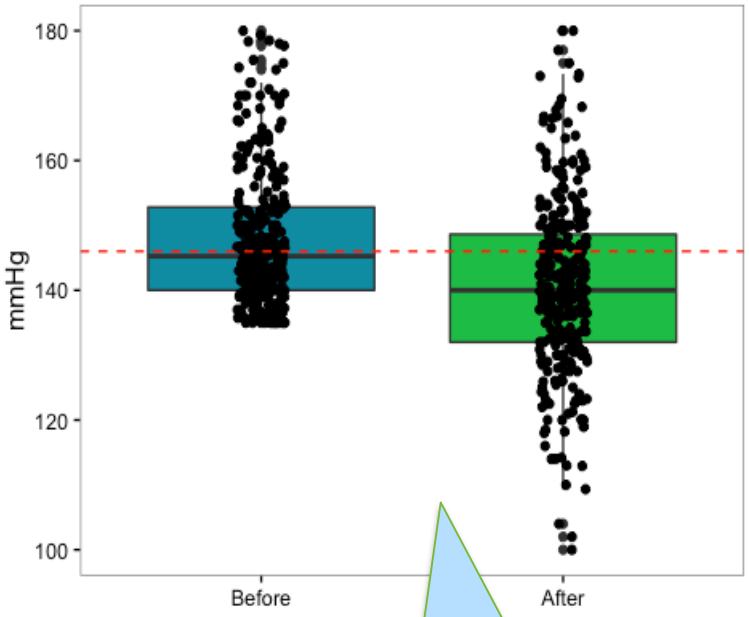
Initial values ≥ 140 mg/dL



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

Systolic Blood Pressure

Initial values ≥ 135 mm Hg

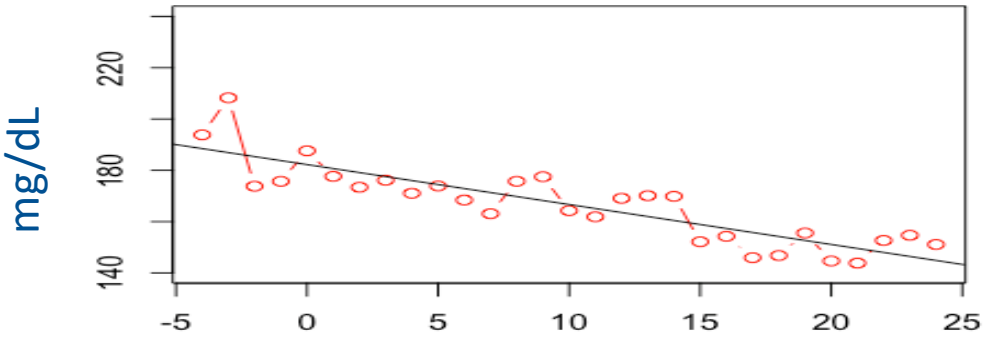


-7 mm Hg
P<0.001
N=292
5 weeks

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

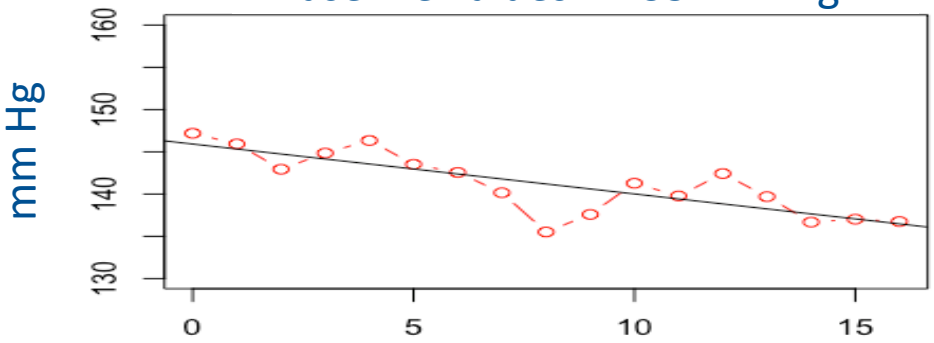
Blood Glucose

Baseline values ≥ 140 mg/dL



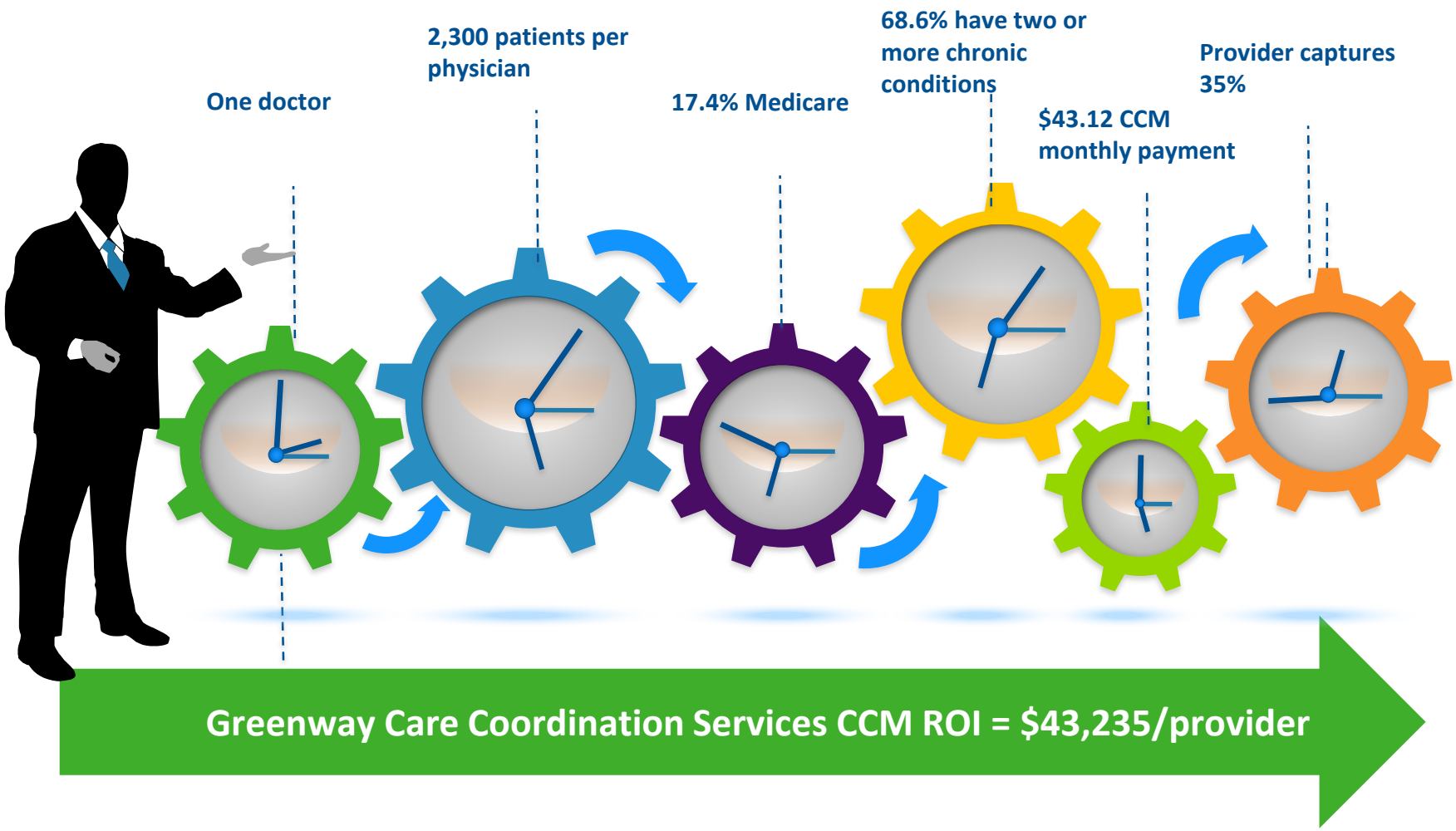
Systolic Blood Pressure

Baseline values ≥ 135 mm Hg



DOLLARS AND CENTS

How you earn by partnering with Greenway Care Coordination Services



More Than Just 99490

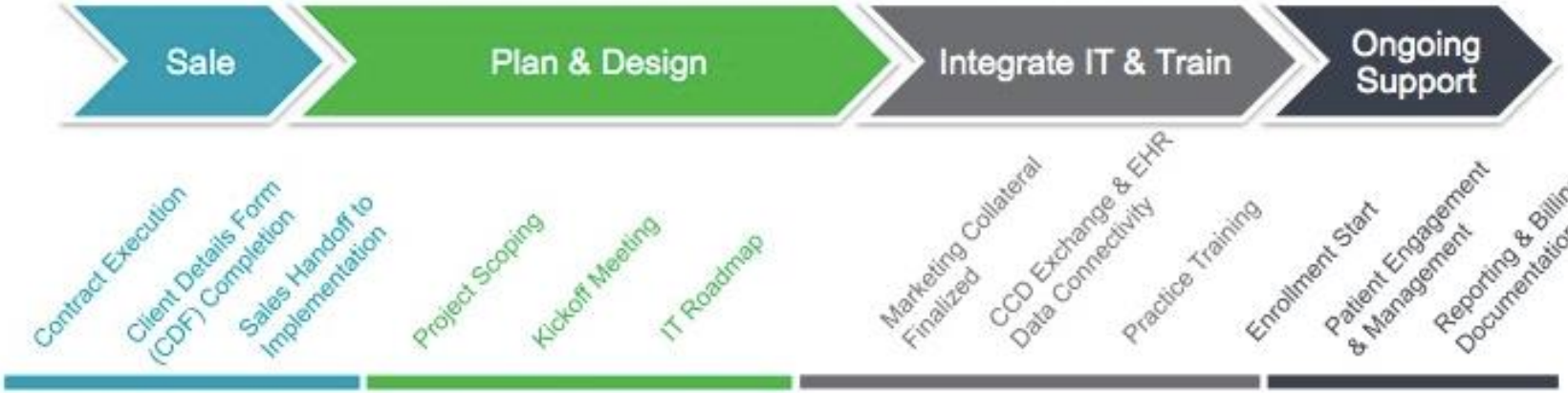
- Many commercial payors are starting to reimburse for 99490
  - Requirements not as stringent
  - Payments are ~ 15-25% higher than Medicare

- 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)



Client Details Form
- Sales Rep completes CDF and collects required items regarding:
  - Provider Details
  - Patient List(s)
  - Software / IT Details
  - Marketing & Communication

Client Project Scoped
- Implementation Manager (IM) and RevUp IT team draft Work Plan.

Kickoff Meeting
- IM reviews drafted Scoping Plan and next steps with Client.

IT Scoping
- Determine secure connectivity options, integration approach, and roles.
- Gain appropriate access to EHR.

Marketing Collateral
- Promotional, educational, and program enrollment materials provided to Client.

CCD Exchange & EHR Data Connectivity
- RevUp and EHR integration build.

Practice Training
- Office manager and staff trained on CCM workflows and service.

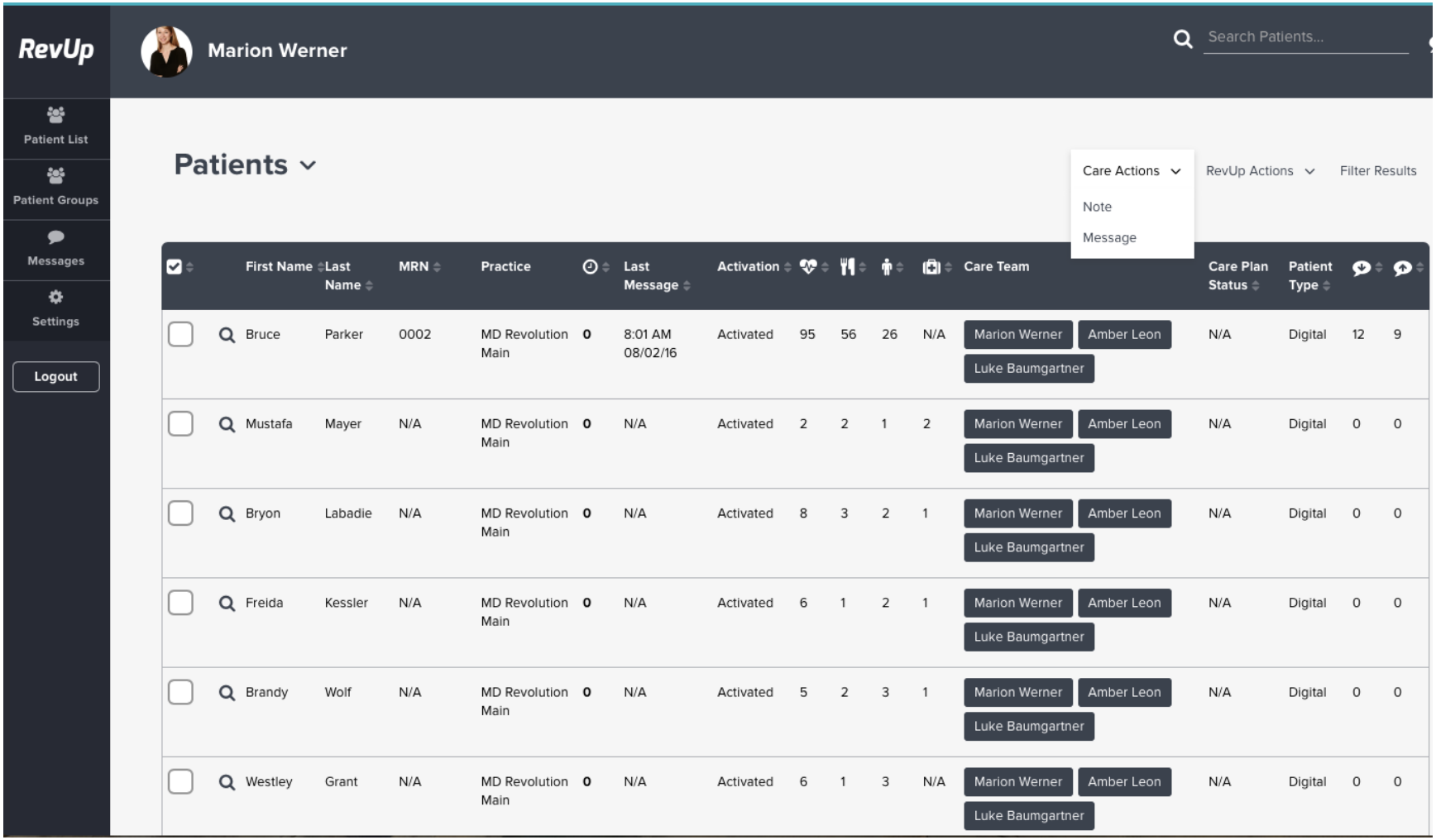
Enrollment Start
- Begin enrolling them in CCM program.

Patient Engagement
- Begin delivering care.

Reporting & Billing Documentation
- Documentation provided for billing at end of each month.

Account Manager (AM)
- AM becomes clients main point of contact

Clinical application



Patient application