



75%

80%

Greenway Care Coordination Services

Zachary Blunt
Product Management

Agenda

- Overview of Chronic Care Management Services
- Prime Suite and Intergrity Integration
- How we drive outcomes
- Clinical results
- Your bottom line

Poll question

What's your specialty?

- a) Family practice
- b) Internal medicine
- c) Cardiology
- d) Pulmonology
- e) Multispecialty or other

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 larger circle has a semi-circular pattern of small squares around its bottom-left edge. The text is centered on the blue band.

CHRONIC CARE MANAGEMENT SERVICES OVERVIEW

Taking the first step is hard



Health IT,
staffing
investments

Declining
reimbursement

Sharing data is
complex

Obtaining
patient
consent

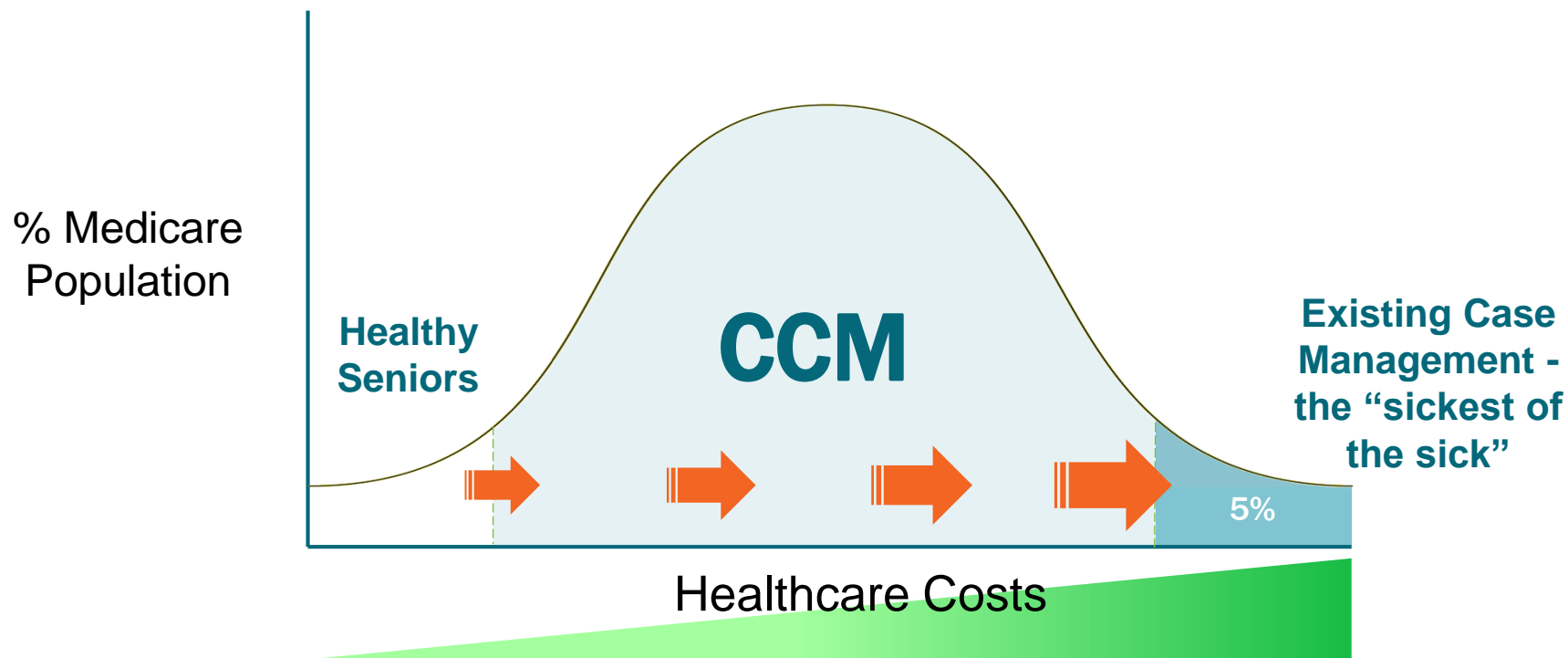
Care
coordination

MACRA, MIPS
CPIA

CCM

PCMH

Population Health — Where CCM Fits

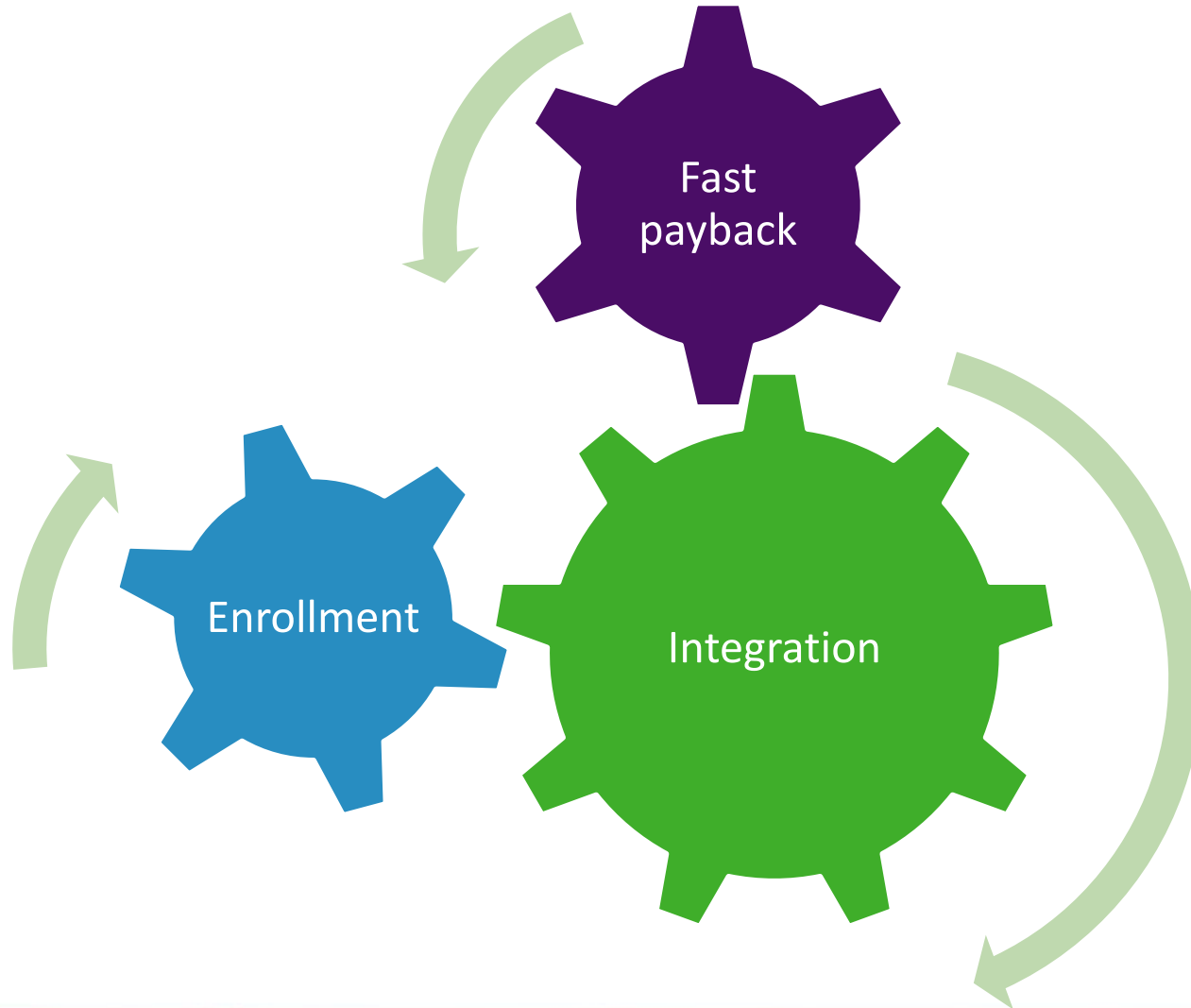


Manage disease in ~70% of Medicare patients who are at moderate risk
Prevent the progression of chronic disease
Avoid unnecessary ED visits/hospital admissions

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)
 - First of many population health reimbursement codes

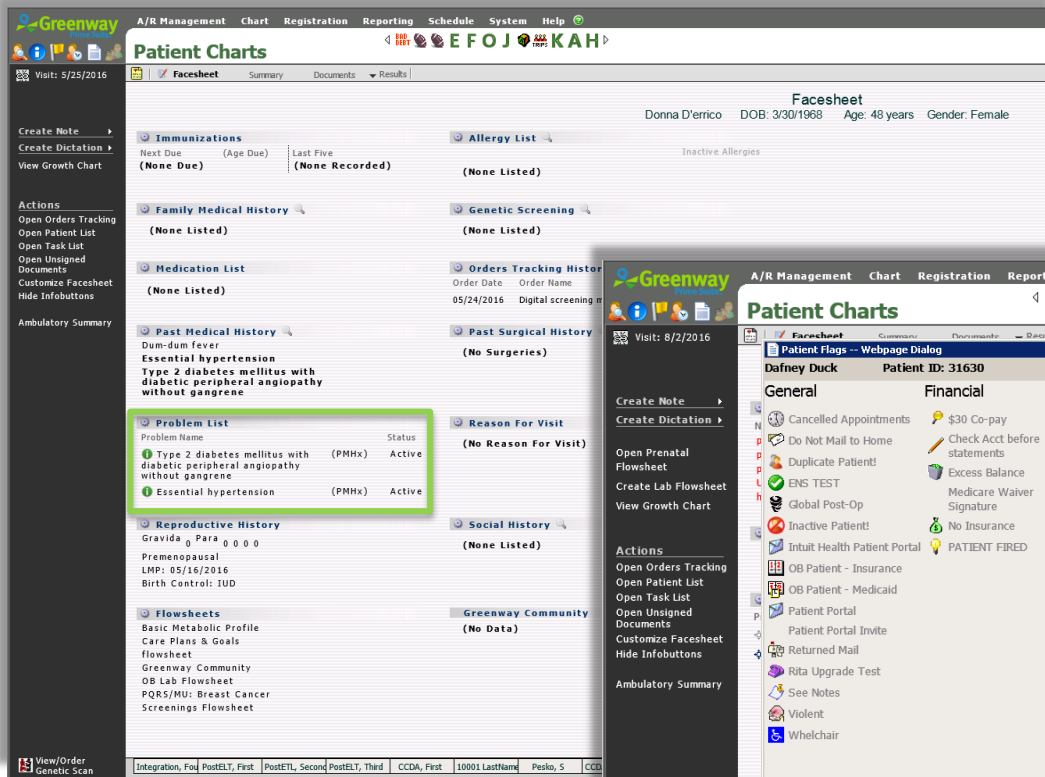
Integration makes getting started easy



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 larger circle is partially overlapped by a semi-circular pattern of smaller purple squares. The text 'PRIME SUITE INTEGRATION' is centered in white on the blue band.

PRIME SUITE INTEGRATION

Identify & Enroll




This screenshot shows the Greenway Patient Charts interface for Donna D'errico, DOB: 3/30/1988, Age: 48 years, Gender: Female. The 'Problem List' is highlighted with a green box, showing:

- Type 2 diabetes mellitus with diabetic peripheral angiopathy without gangrene (PMHx) Active
- Essential hypertension (PMHx) Active

Other sections include Immunizations, Allergy List, Family Medical History, Medication List, Past Medical History, Past Surgical History, Reason For Visit, Social History, and Greenway Community.

Discuss CCM with patient during office visit



This screenshot shows the Greenway Patient Charts interface for Dafney Duck, Patient ID: 31630. A 'Patient Flags - Webpage Dialog' is open, showing the 'Chart' section with a green box around the 'CCM-Eligible' flag. Other flags include CCM-Enrolled, CCM-Postponed, and CCM-Refused. The 'Clinical Alerts' section lists various alerts such as 'AIC = 7+', 'B asdf', 'B asdf (Link)', 'BMI >= 25', 'CAD/CHOL: Lipid Panel q 3 mos', 'CCM-eligible patient', 'CCM-Check if Eligible', 'CCM-Check if Eligible', 'dfgdfgdf (Link)', 'dhdhd', 'Diab Ed: Age=21-40', 'BMI=25-30 (Link)', 'Diab Ed: Age=21-40', and 'BMI=30+ (Link)'. The 'Problem List' at the bottom shows 'Type 2 diabetes mellitus with hyperglycemia (PMHx) Active'.

Enroll patient in CCM services

CCM services model

Practice

Enroll patients:

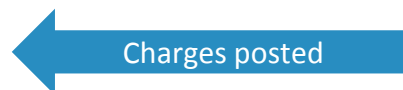
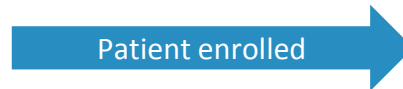
- 2+ chronic conditions
- Eligible payer
- Consent form signed
- Flag as CCM-Enrolled

Patient Documents:

- Care plan
- Evidence of care
- Patient reported vitals

Billing:

- Process claims
- Check patient out for visit
- Collect patient copayment



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

Documentation updates

The screenshot shows the Greenway Patient Charts interface. The top navigation bar includes options like A/R Management, Chart, Registration, Reporting, Schedule, System, Help, and Admin. The main area displays 'Patient Charts' for 'Duck, Dafney (31630)'. Under 'Document Folders', several folders are listed, with 'CCM Evidence of Care (1)' highlighted in green. Other folders include 'All Documents (8)', 'CCM Care Plan (1)', 'CCM Consent (1)', 'History and Physical (1)', 'Lab Flowsheet (1)', 'Orders Note (1)', and 'Prenatal Flowsheet (2)'. A sidebar on the left offers options like 'Create Note', 'Create Dictation', 'Open Prenatal Flowsheet', and 'Create Lab Flowsheet'. At the bottom, a patient list shows 'Taylor111-14-13 Duck, Dafney' selected.

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

Patient Weight Over Past 90 Days

Date	Weight (lb)
Nov 09	178
Nov 16	175
Nov 23	172
Nov 30	180
Dec 07	178

Blood Pressure Measurements

Patient Blood Pressure Over Past 90 Days

Date	Systolic (mm Hg)	Diastolic (mm Hg)
Nov 09	135	85
Nov 16	140	85
Nov 23	135	85
Nov 30	145	85
Dec 07	140	85

Billing

Greenway Prime Suite | A/R Management | Chart | Registration | Reporting | Schedule | System | Help | Admin

Wednesday, September 21, 2016
Duck, Dafney (31630) v

Claims Processing

Through Date: 09/20/2016 | Create Claims | Create In Background

Patient | | [Care Provider](#) ALL | [Location](#) ALL

Claim Information -- Webpage Dialog

P FC DM Patient \$8.00 Insurance \$328.00 Credit \$0.00 Total \$336.00 Collections \$0.00 Pay Plan []

Account Summary Details

Information	Notes	Actions	Patient: Duck, Dafney (ClaimID: 21838)	
Claim ID: 21838		Patient: Duck, Dafney (ID: 31630)	Visit ID: 30830	
Priority: Primary		Status (State): New/No EOB (Open)	Created: 09/21/2016	
Company: Medicare Part B - Georgia		Plan Class: Medicare	Last Submission Date:	
Plan Name (Number): Medicare-Part B (.)		Plan Billing Phone (Contact): 877 567 7271 ()	Balance Due: \$26.22	
Total Charges: \$43.00		Payment Recvd: \$0.00	Payment Expected: \$26.22	
Contractual Exp: \$2.22		Other Payment Recvd: \$0.00	Other Contractual Posted: \$0.00	
Care Provider: Ace, Jack		Contractual Posted: \$0.00	Other Adjustments: \$0.00	
Service Location: Greenway Clinic		Follow-Up Reason (Date): Not Set (Not Set)	Risk Adjustment: \$0.00	

GCS

DOS	Proc	Charge	Contract Exp.	Contract Posted	Oth Contr. Posted	Deduct	Co-Pay	Co-Ins	Risk	Oth Adj. Posted	Expected	Paid	Other Paid	Bal Due	Status	Resp.	Other Filed Claims?	Changed?	Next
08/02/2016	99490	\$43.00	\$2.22	\$0.00	\$0.00	\$0.00	\$8.00	80%	\$0.00	\$0.00	\$26.22	\$0.00	\$0.00	\$26.22	N	B	No	No	No

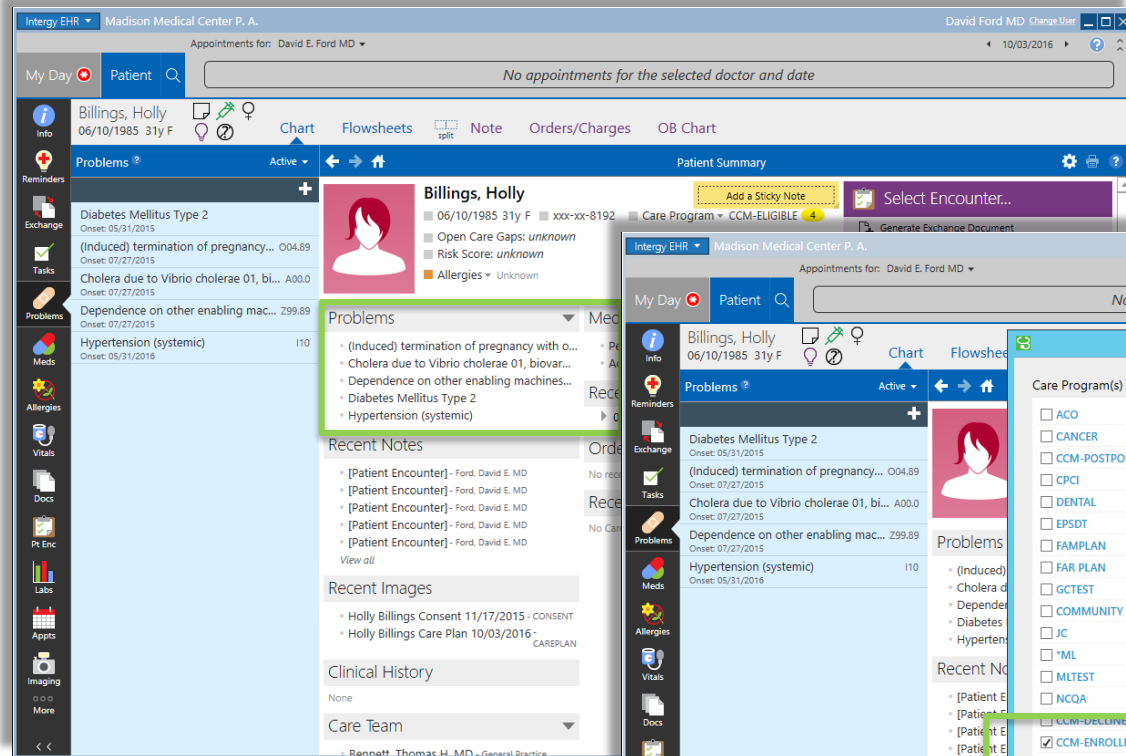
Amount	Action
\$250.00	EDITS
\$43.00	EDITS
\$43.00	

Buttons: <-- | Close | -->

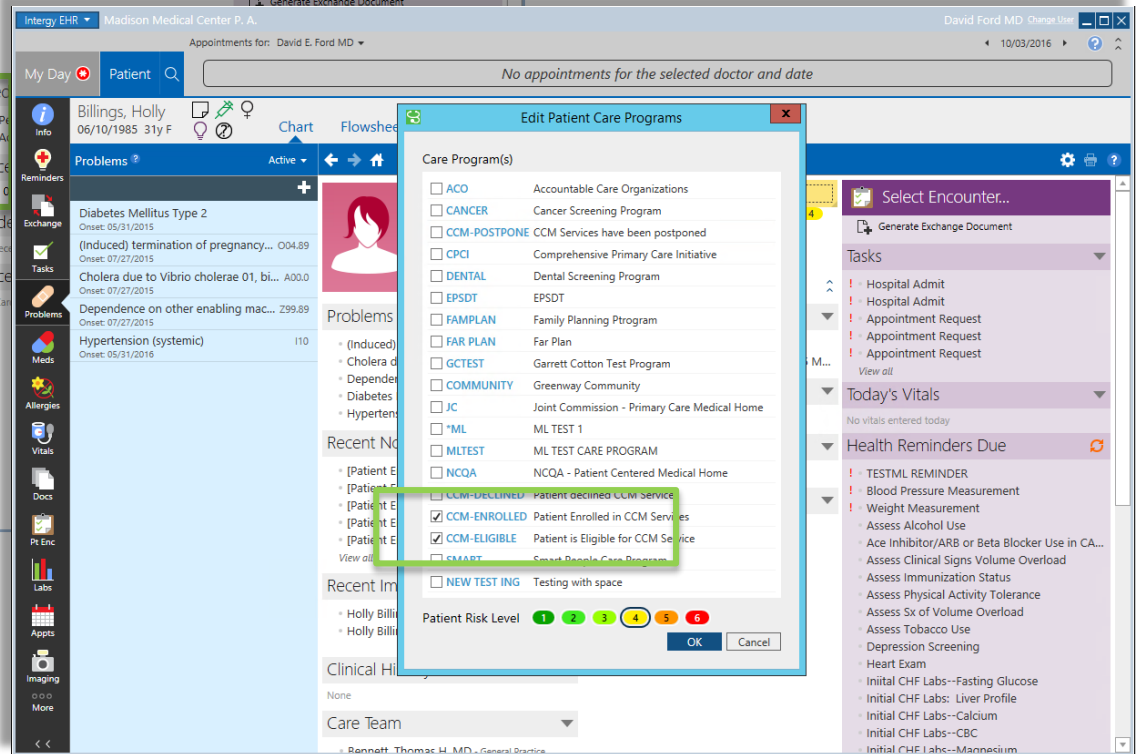
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INTERGY INTEGRATION

Identify & Enroll



Discuss CCM with patient during office visit



Enroll patient in CCM services

CCM services model

Practice

Enroll patients:

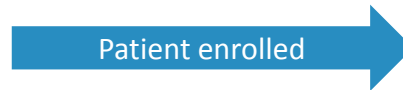
- 2+ chronic conditions
- Eligible payer
- Consent form signed
- Assign Care Program of CCM-Enrolled

Patient Imaging:

- Care plan
- Evidence of care
- Patient reported vitals

Billing:

- Process claims
- Collect patient copayment



Service

Patient enrollment validated

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Unspecified essential hypertension

Depressive
 Lumbago

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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

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

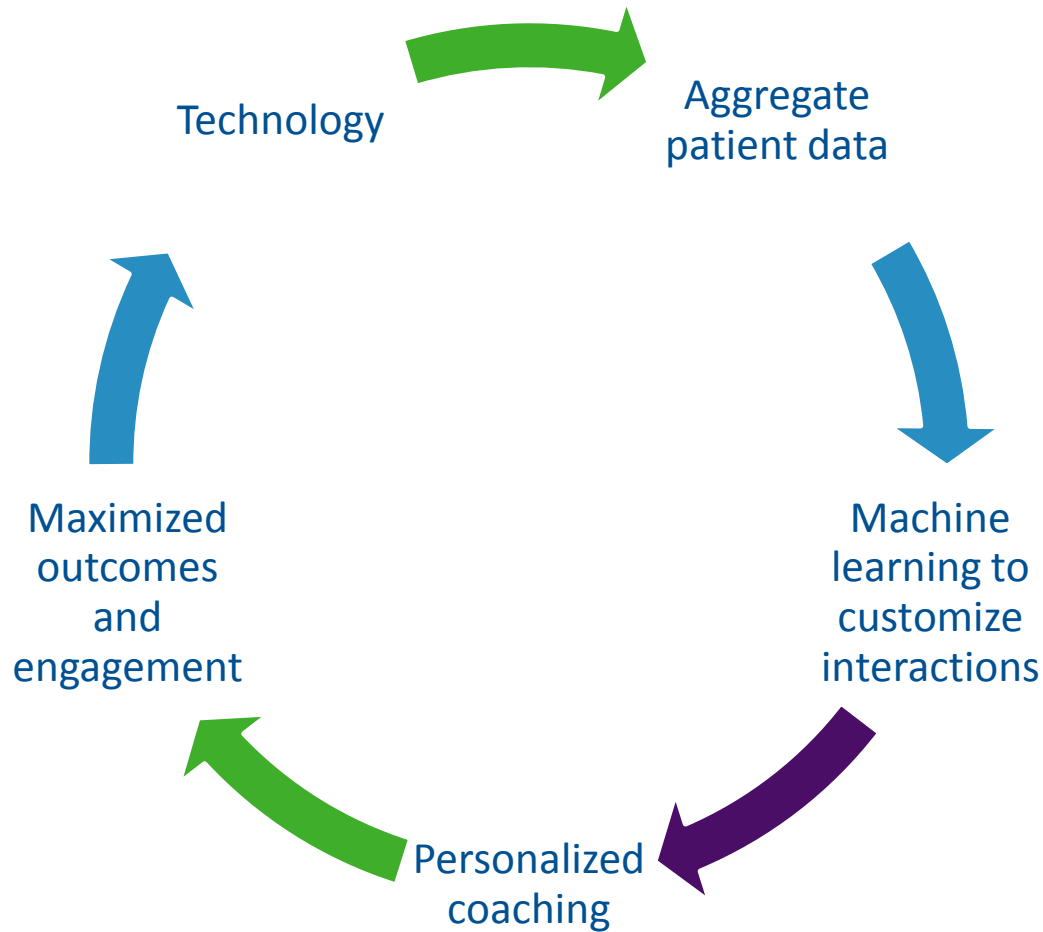
#	Start Date	Plan	Provider	Procedure	Diag	Units	Amount	Profile	Adjust
1	09/26/16	MEDG	DF	99490	E11.00	1.00	43.00	43.00	0.00

Totals: 43.00 | 43.00 | 0.00

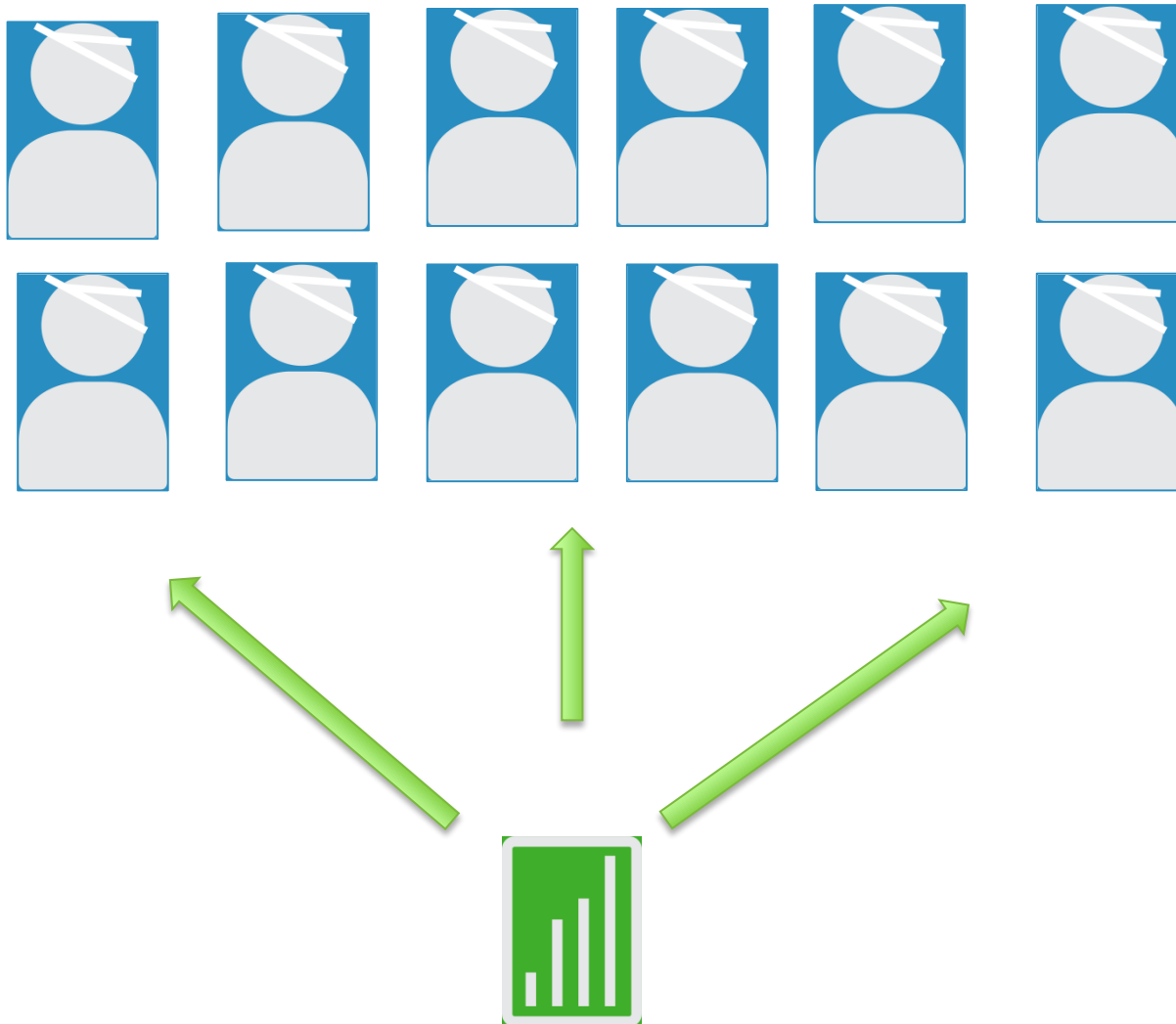
A decorative graphic featuring a horizontal blue band across the middle of the page. On the left side, there are several overlapping purple circles of various sizes. Some circles are connected by thin lines, and one larger circle is partially overlapped by a semi-circular pattern of smaller purple squares.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

HOW WE DRIVE OUTCOMES

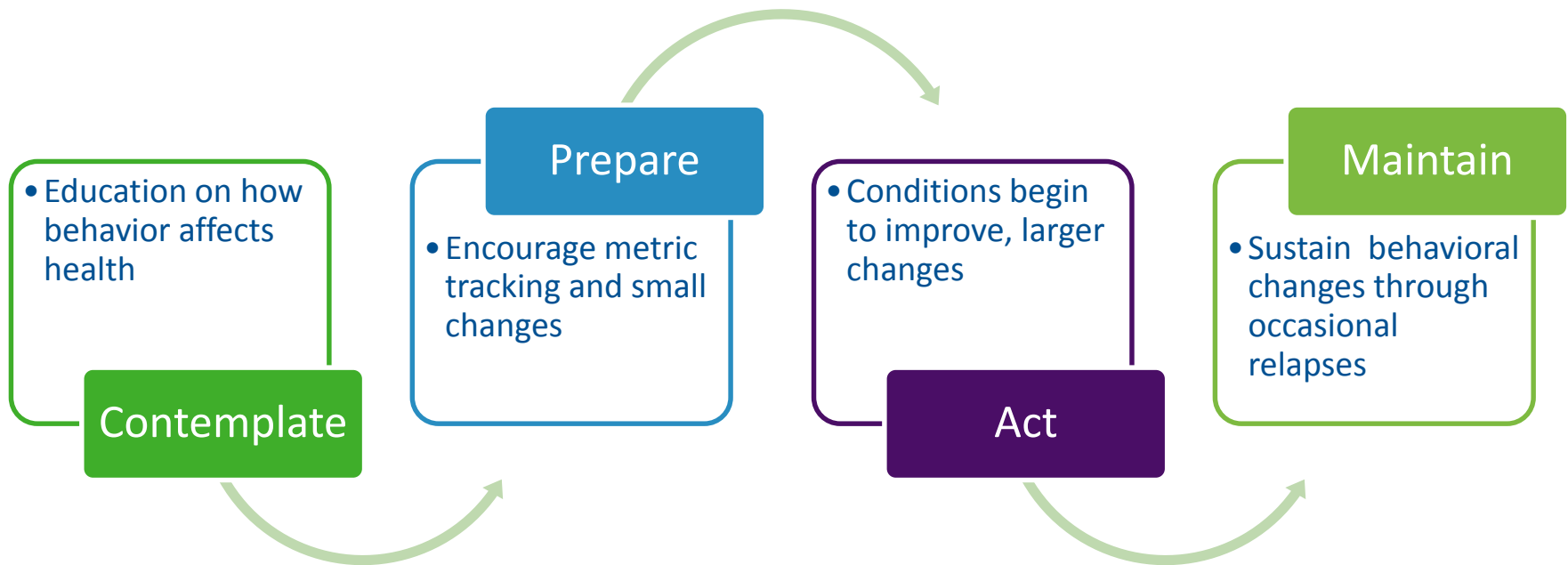
Technology and engagement driving outcomes



More care in twenty minutes



How we coordinate care



Patient-facing platform

The screenshot displays the RevUp patient-facing platform interface. At the top, there is a teal header with the RevUp logo on the left and navigation links for 'Settings', 'View Care Plan', and 'Sign out' on the right. A user profile picture is also visible in the header. Below the header, the interface is divided into two main sections.

MESSAGES

The messages section shows a list of communications:

- 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."
- Bruce Parker** (Jun 24th, 10:19 am): "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?"
- Bruce Parker** (8:01 am): "Thank you for checking in. Last week was stressful and I didn't eat very healthy."

At the bottom of the messages section, there is a text input field labeled "Write your message here..." and a "SEND" button.

BLOOD SUGAR

The blood sugar section includes a form for entering a measurement:

- Text: "Please enter your blood sugar measurement, date and time"
- Date/Time field: "Aug 2, 2016 2:10 PM"
- Measurement field: "mg/dL"
- Buttons: "Save" and "Cancel"


BLOOD PRESSURE / HEART RATE


The blood pressure and heart rate section features a line chart:


- Text: "8/2/2016 7:00am"
- Current values: "130 Systolic / 77 Diastolic" and "77 Heart Rate"
- Chart: A line graph showing trends for Systolic Blood Pressure, Diastolic Blood Pressure, and Heart Rate over time. The y-axis ranges from 50 to 200.
- Dropdown: "Chart shows: Past week"

Patient-facing platform


morning. Be sure to restock 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**

If you notice a major change in how you are feeling, please do not use RevUp messaging to report new symptoms. Contact your doctor's office directly.

More importantly, if you are experiencing a MEDICAL EMERGENCY, call 911.







Chart shows: **Past week** ▾

BLOOD PRESSURE / HEART RATE ▾

 Please enter your blood pressure/heart rate measurement, date and time

Systolic

Diastolic

Heart Rate (BPM)

Save Cancel

WEIGHT **+ Add Weight** ▾

8/2/2016 5:30am
200.0 lbs

204

Clinician-facing platform

RevUp Marion Werner Search Patients...

Patients Care Actions ▾ RevUp Actions ▾ Filter Results

<input type="checkbox"/>	First Name	Last Name	MRN	Practice	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	8:01 AM 08/02/16	Activated	95	56	26	N/A	Marion Werner, Amber Leon, Luke Baumgartner	N/A	Digital	12	9
<input type="checkbox"/>	Mustafa	Mayer	N/A	MD Revolution Main	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	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	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	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	N/A	Activated	6	1	3	N/A	Marion Werner, Amber Leon, Luke Baumgartner	N/A	Digital	0	0

Clinician-facing platform

The screenshot displays the RevUp clinician-facing platform interface. At the top left, the RevUp logo is visible, followed by the user's profile: Marion Werner. A search bar for patients is located at the top right. The left sidebar contains navigation options: Patient List, Patient Groups, Messages, Settings, and Logout. The main content area is titled 'Patients' and includes a 'Note' dropdown, 'RevUp Actions', and 'Filter Results' options. Below this is a form to create a note, with a toggle for 'Include in EOC', a text input field, a timer set to 0 minutes, and a 'SEND' button. The bottom section features a table of patients with various columns for patient information and care team details.

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

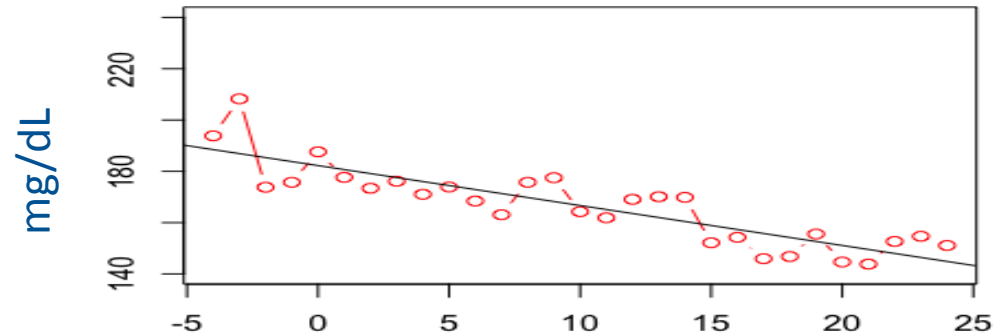
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HELPING PATIENTS GET HEALTHIER

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

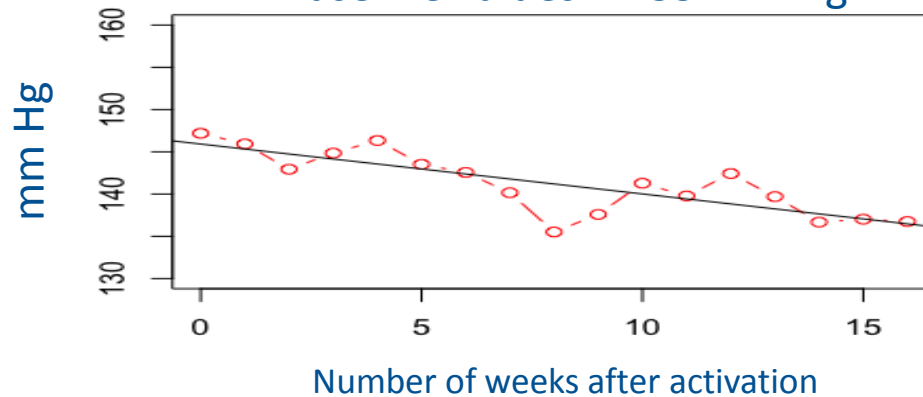
Blood Glucose

Baseline values ≥ 140 mg/dL



Systolic Blood Pressure

Baseline values ≥ 135 mm Hg



Medicare unplanned re-admission rate: RevUp CCM patients vs. all Medicare

Specific Readmission Measures: Acute Myocardial Infarction, Chronic Obstructive Pulmonary Disease, Heart Failure, Pneumonia, Stroke, Coronary Artery Bypass Graft, Total Hip and/or Total Knee Surgery

Memorial Hospital at Gulfport

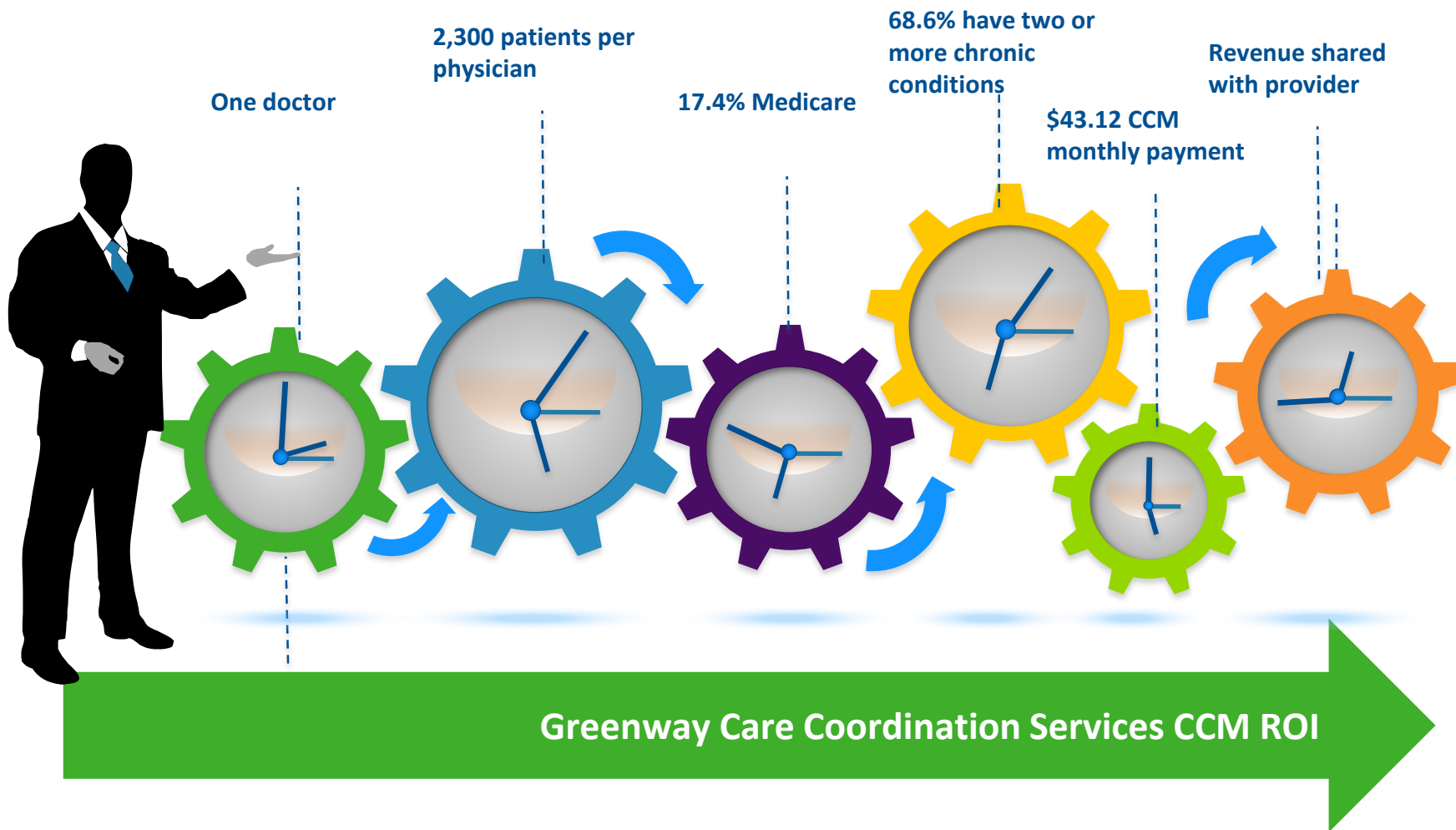
	<u>CCM Patients</u>	<u>All Medicare</u>
# of Patients	3529	~12,000
# of Admissions	444	3080
%	12.60%	25.70%
# Re-Admissions	34	468
%	7.66%	15.19%

Note: All Medicare column as filed with Medicare by Gulfport - 2014

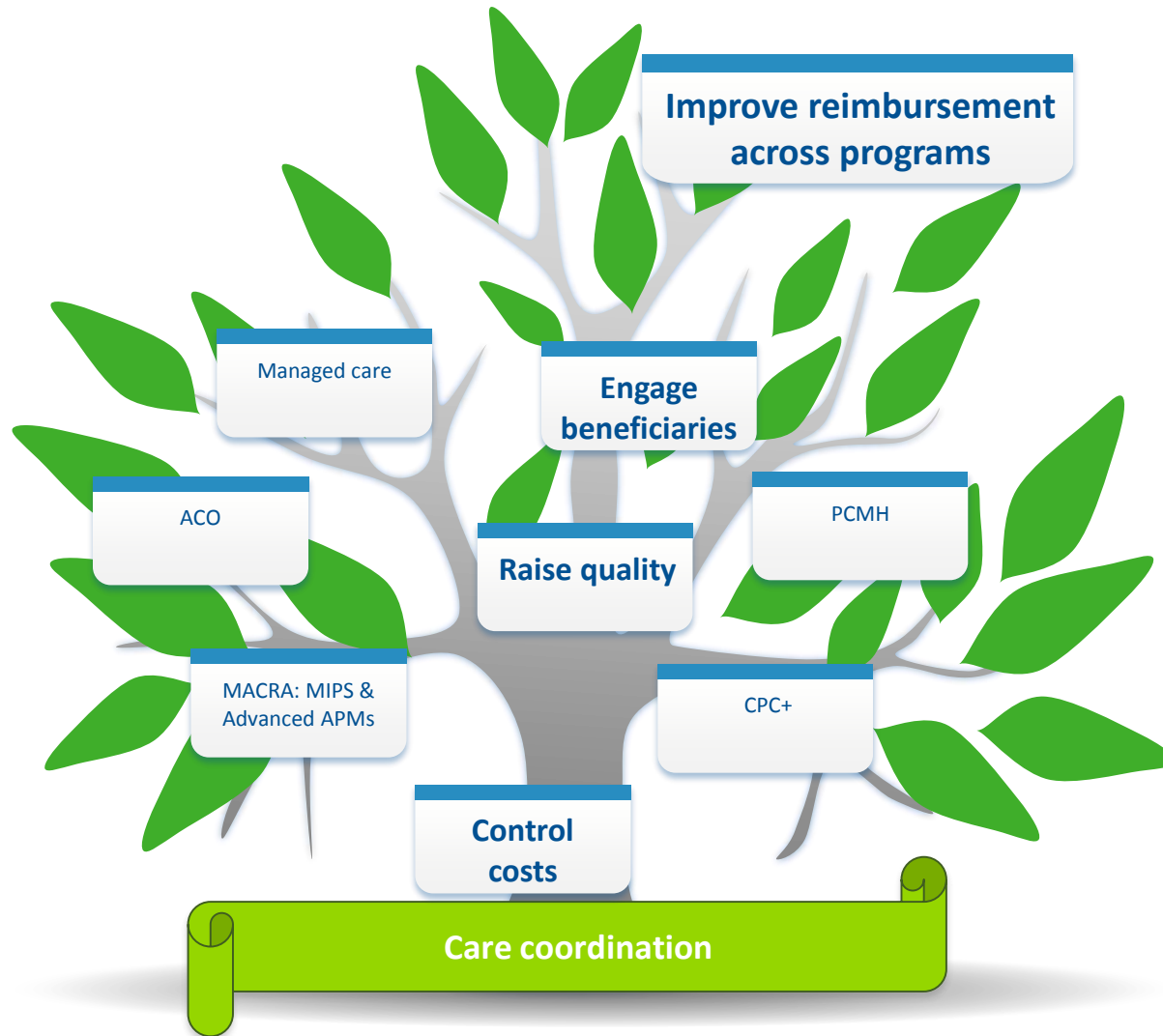
A decorative graphic featuring a horizontal blue band with a geometric pattern. On the left side, several purple circles of varying sizes are arranged, with thin lines connecting some of them. A semi-circular pattern of small squares is visible in the bottom-left corner of the blue band.

DOLLARS AND CENTS

How you earn by partnering with Greenway Care Coordination Services



Succeeding in reimbursement reform



Poll question

Would you like to a sales representative to contact you to learn more about Greenway Care Coordination Services?

- a) Yes
- b) No

A decorative graphic on the left side of the slide. It features a blue horizontal band with a geometric pattern of triangles. Overlaid on this band are several purple circles of varying sizes. Some circles are connected by thin lines, suggesting a network or flow. There is also a faint, semi-circular pattern of small squares or dots in the lower-left corner of the blue band.

QUESTIONS