Greenway Care Coordination Services

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Product Management

Agenda

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

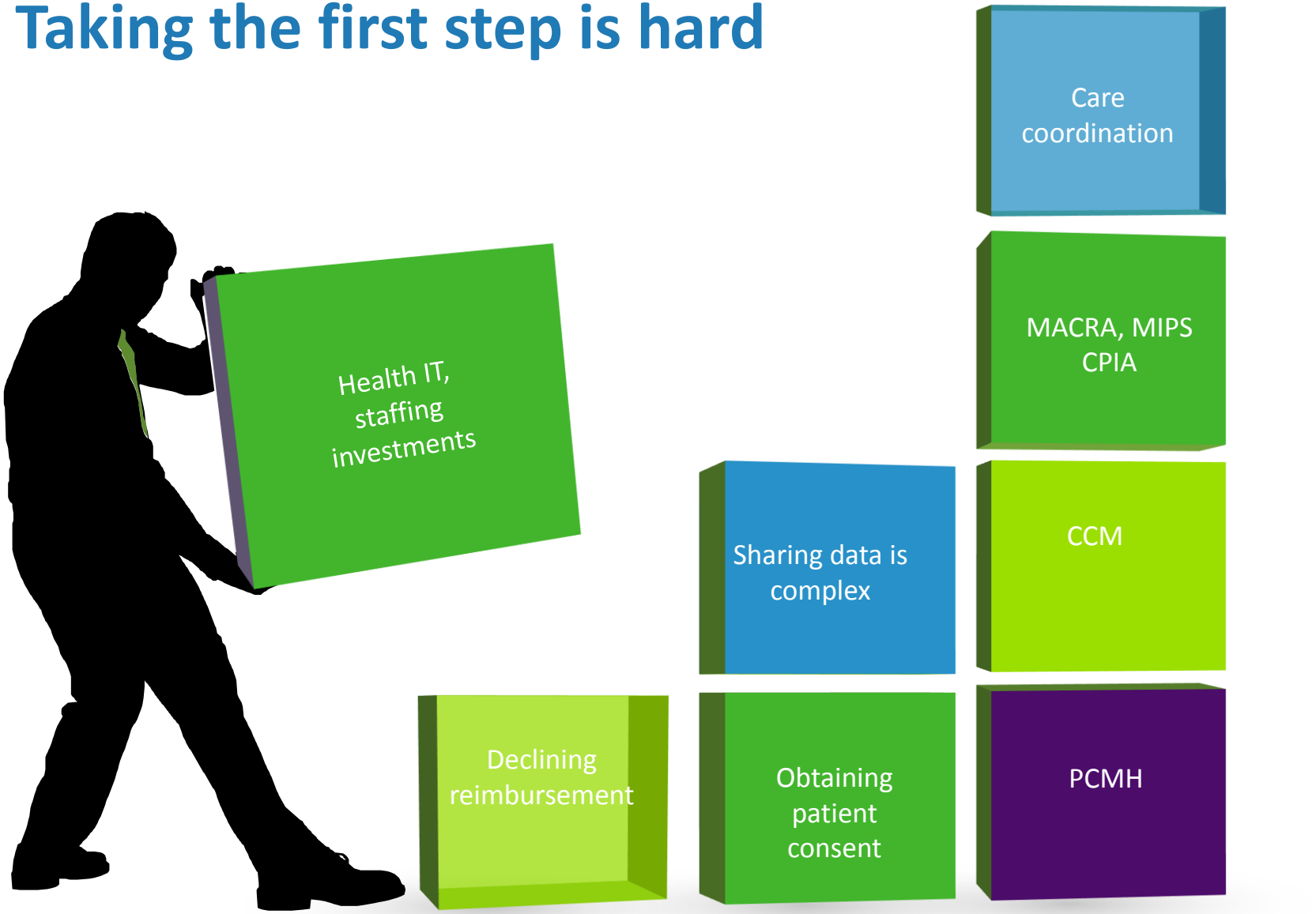
Poll question

What's your specialty?

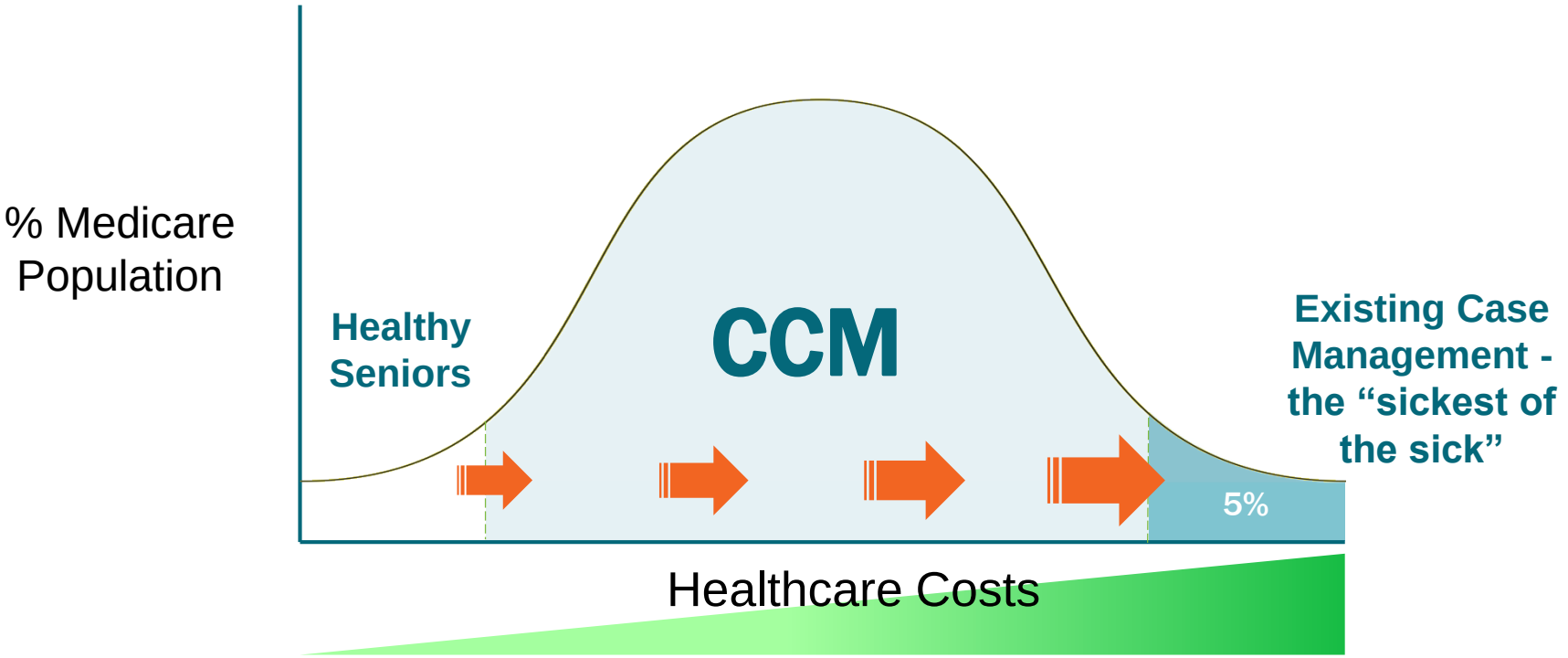
a) Family practice
b) Internal medicine
c) Cardiology
d) Pulmonology
e) Multispecialty or other

CHRONIC CARE MANAGEMENT SERVICES OVERVIEW

Taking the first step is hard



Population Health — Where CCM Fits



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

Prevent the progression of chronic disease

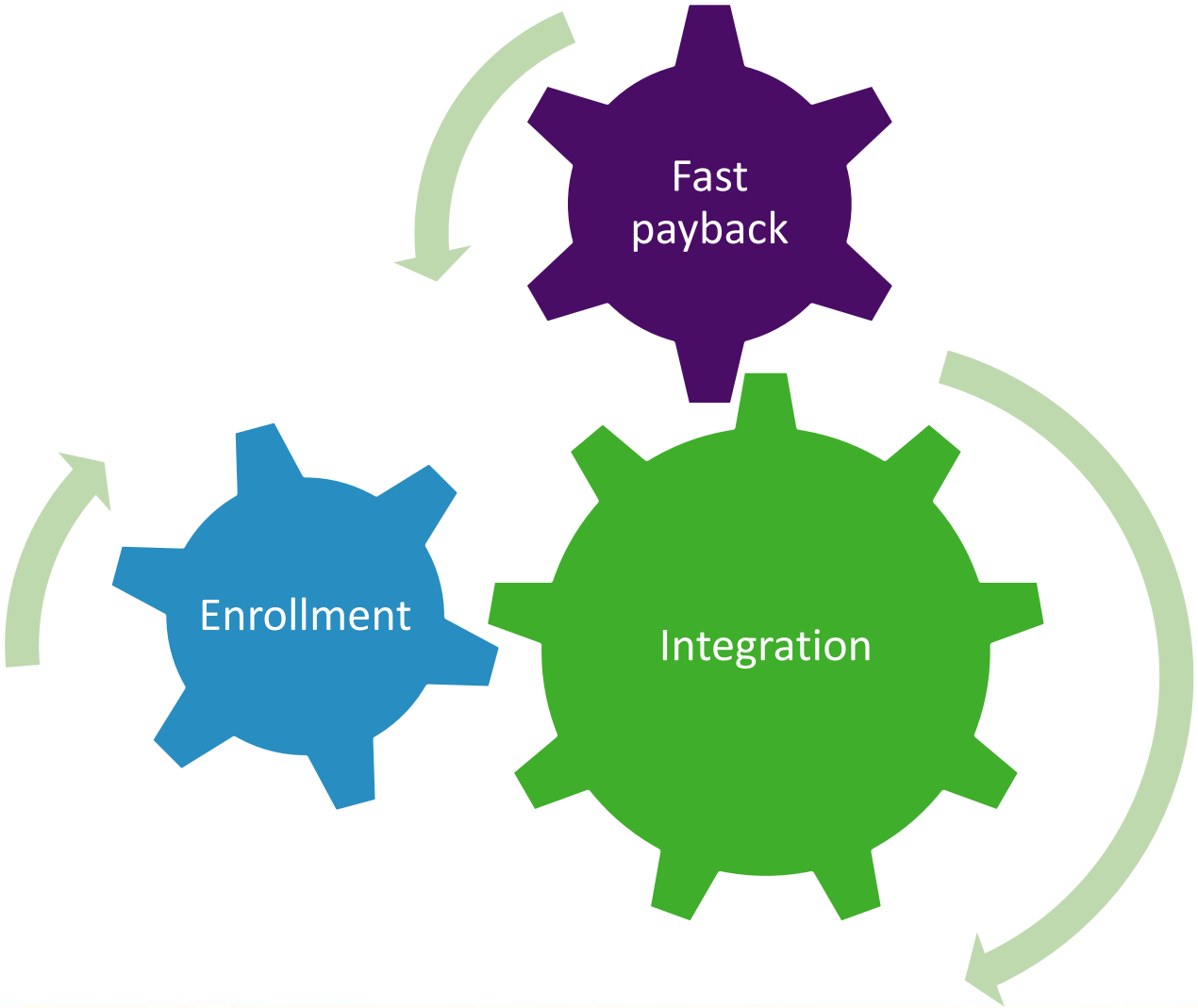
Avoid unnecessary ED visits/hospital admissions

CCM Code 99490 Benefits

- Clinical:
  - Increased Access to Care
  - Extension of the practice
  - Greater patient engagement
  - Improved outcomes

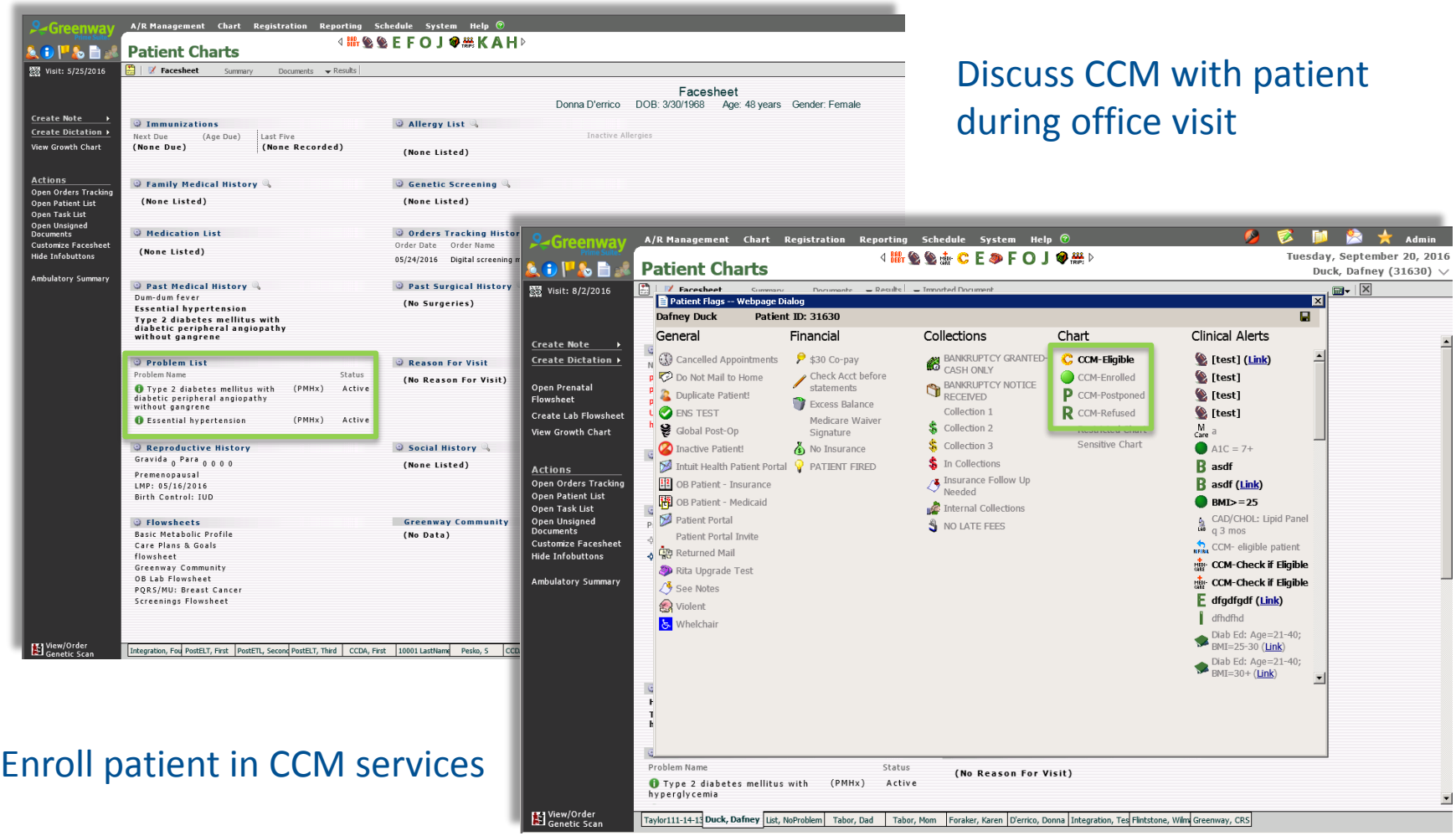
- Financial
  - Represents a reimbursement bridge for providers as they move from fee-for-service towards value-based medicine & payments (new meaningful use)
  - First of many population health reimbursement codes

Integration makes getting started easy



PRIME SUITE 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
- Flag as CCM-Enrolled

Patient enrolled →

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

← Documentation sent

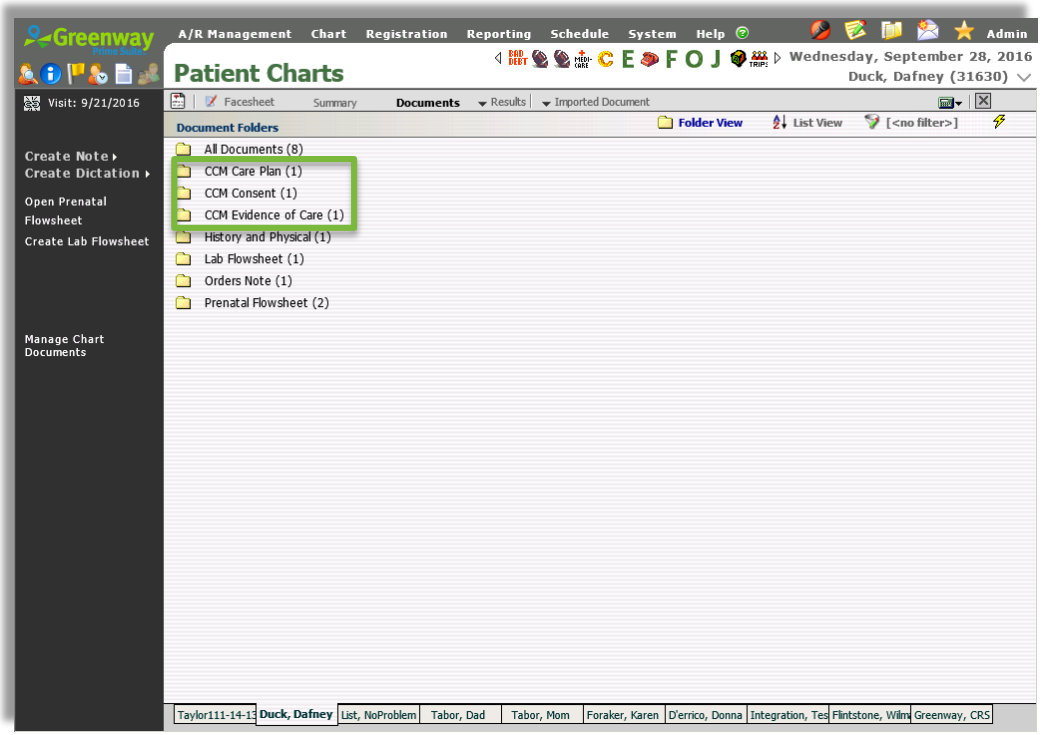
Patient Documents:
- Care plan
- Evidence of care
- Patient reported vitals

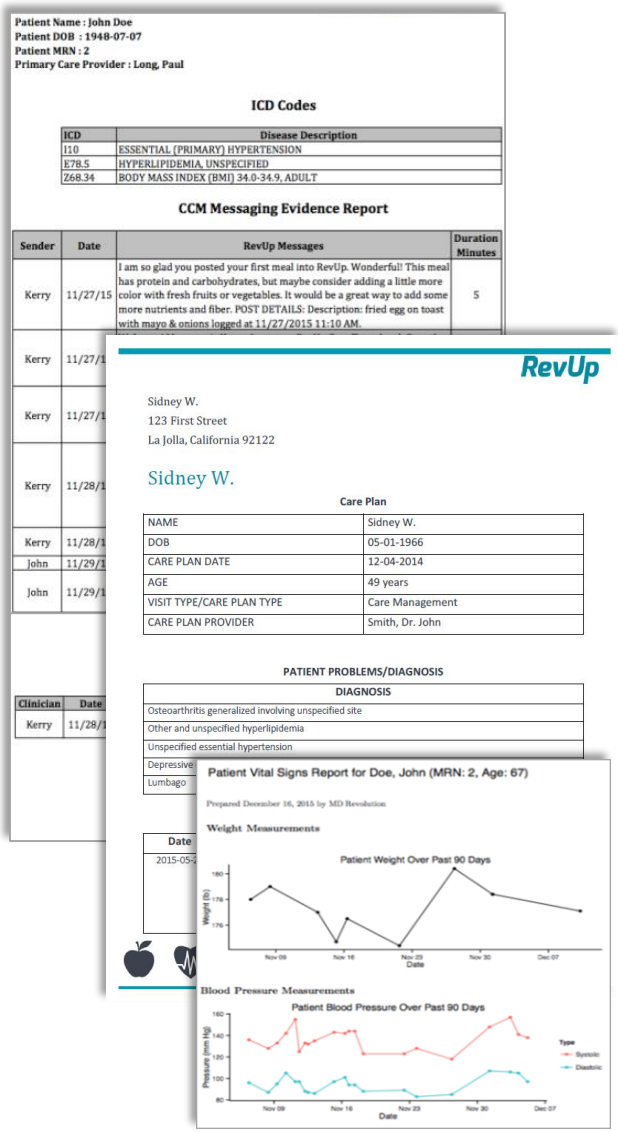
Patient CCM minutes, diagnosis codes, CPT codes aggregated

← Charges posted

Billing:
Process claims
Check patient out for visit
Collect patient copayment

Documentation updates

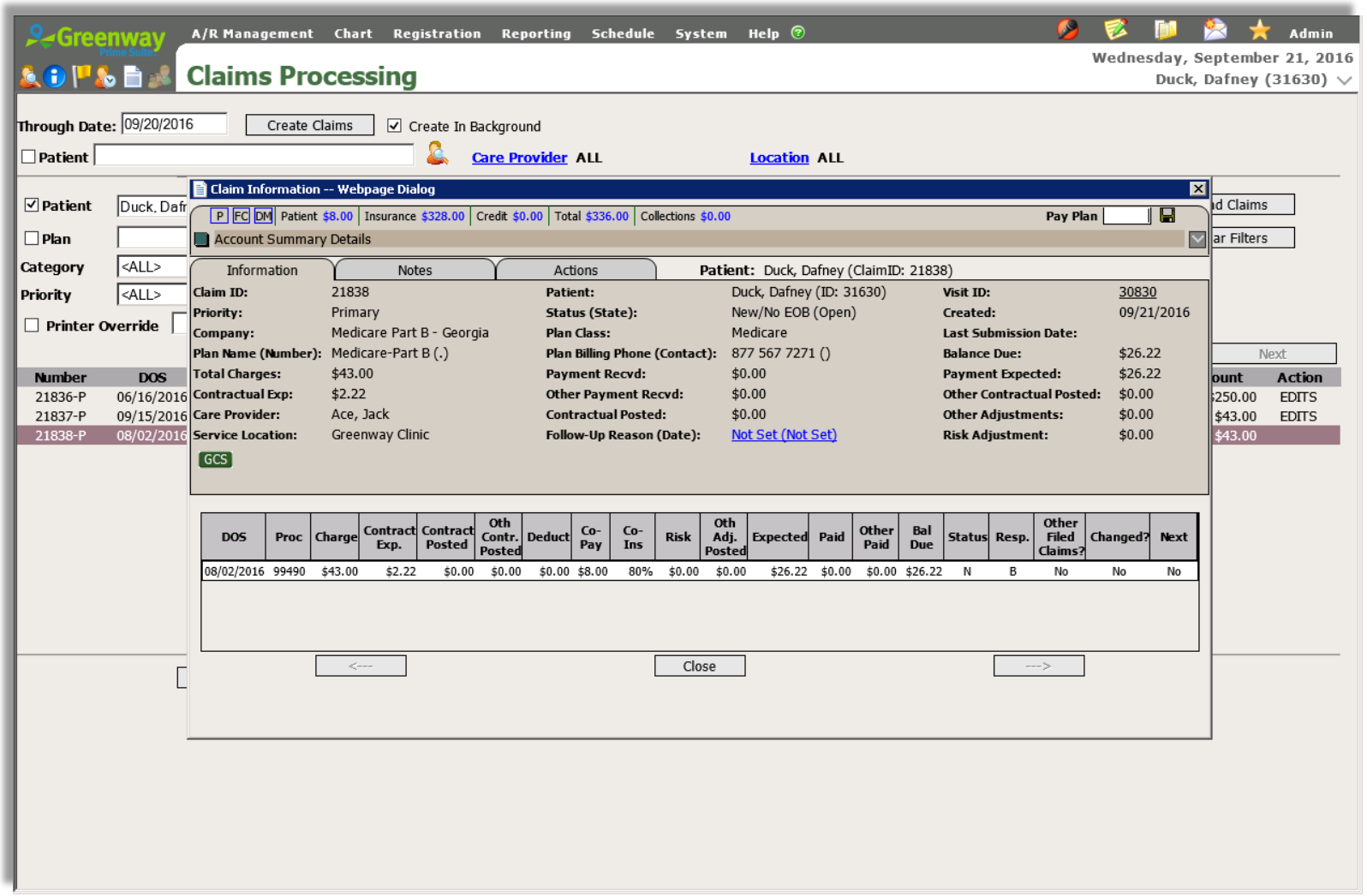


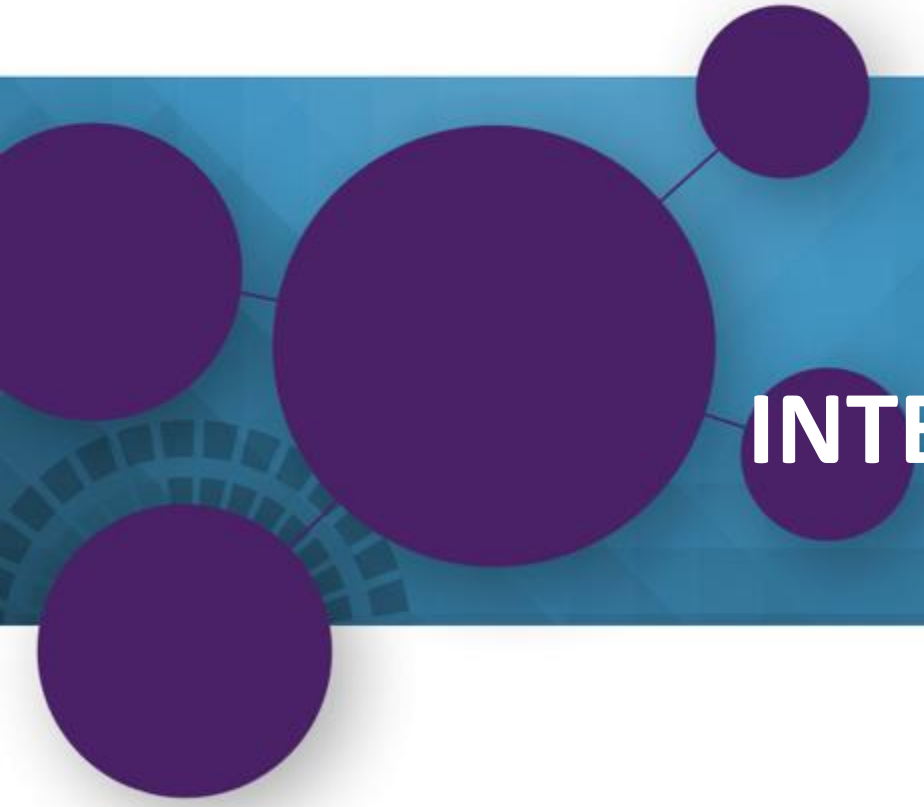


Documents linked to patient chart:

- Evidence of care
- Care plan
- Patient generated vitals

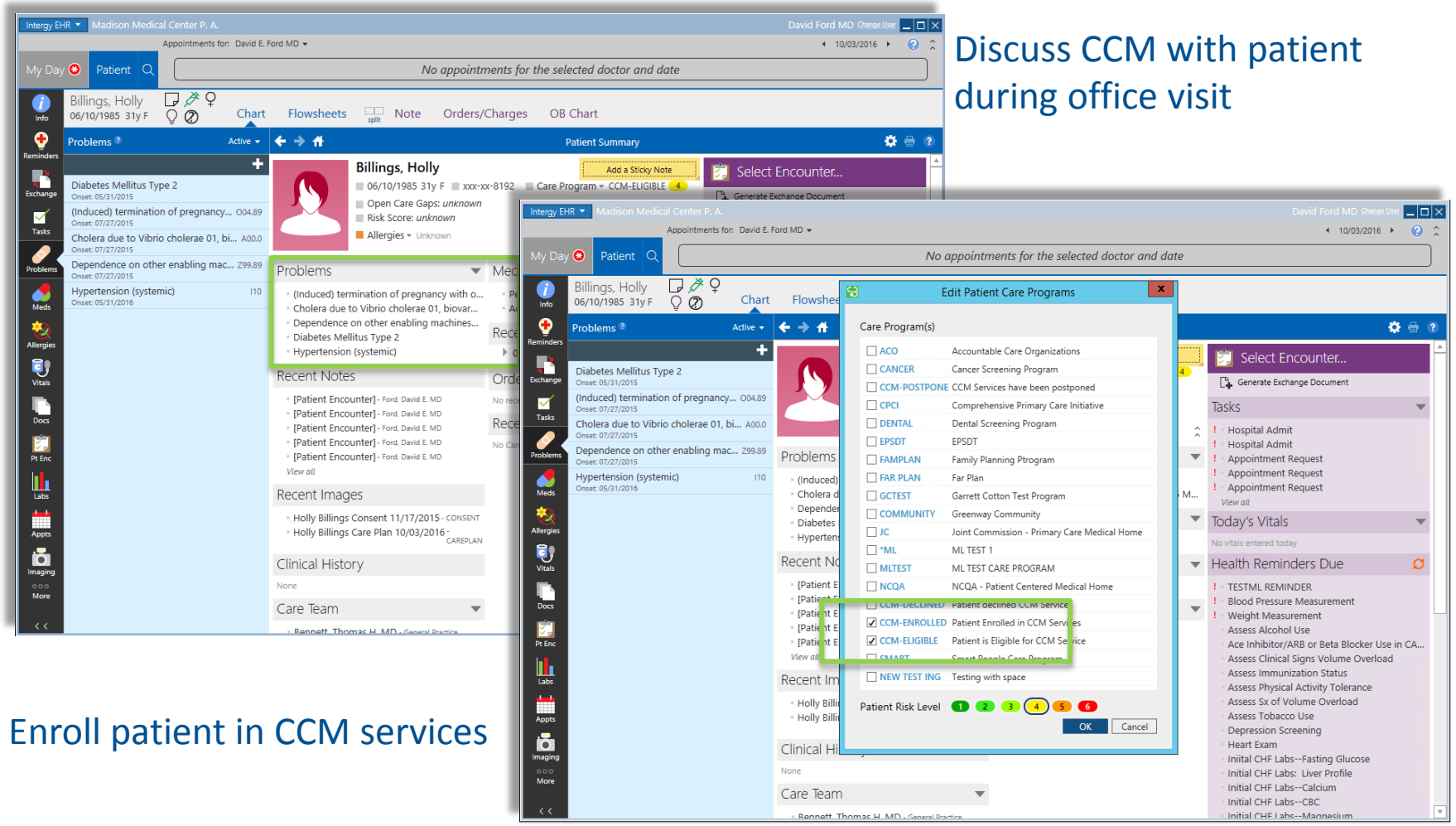
Billing





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 enrolled

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

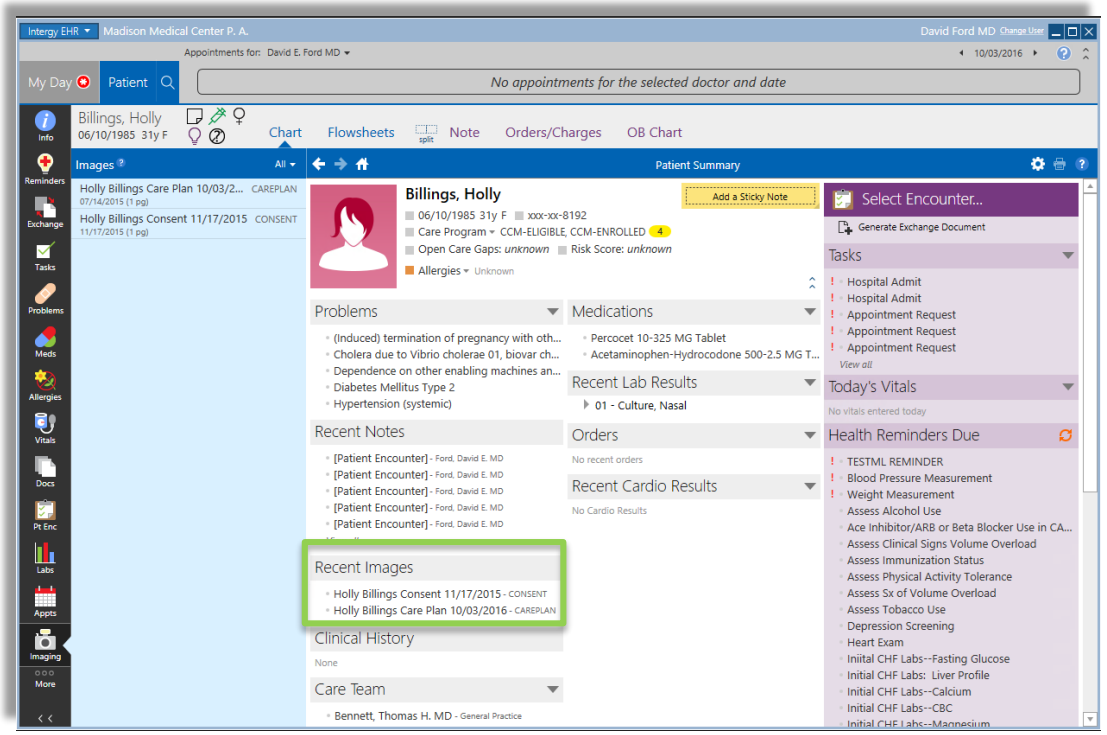
Documentation sent

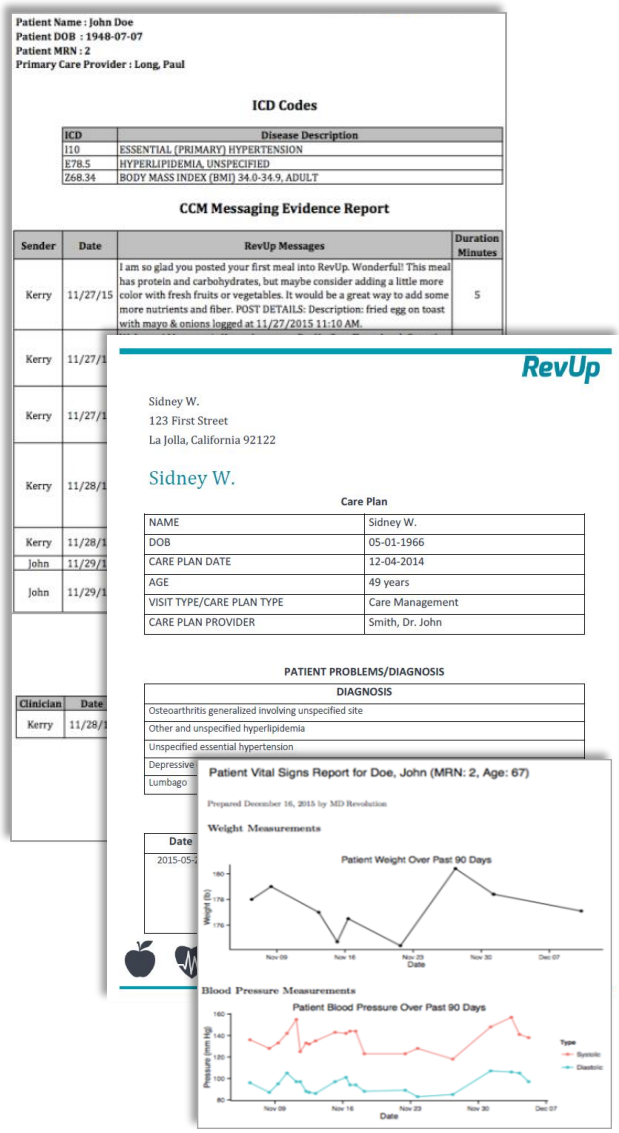
Patient CCM minutes, diagnosis codes, CPT codes aggregated

Billing:
Process claims
Collect patient copayment

Billing information sent

Documentation updates





Documents linked to patient chart:

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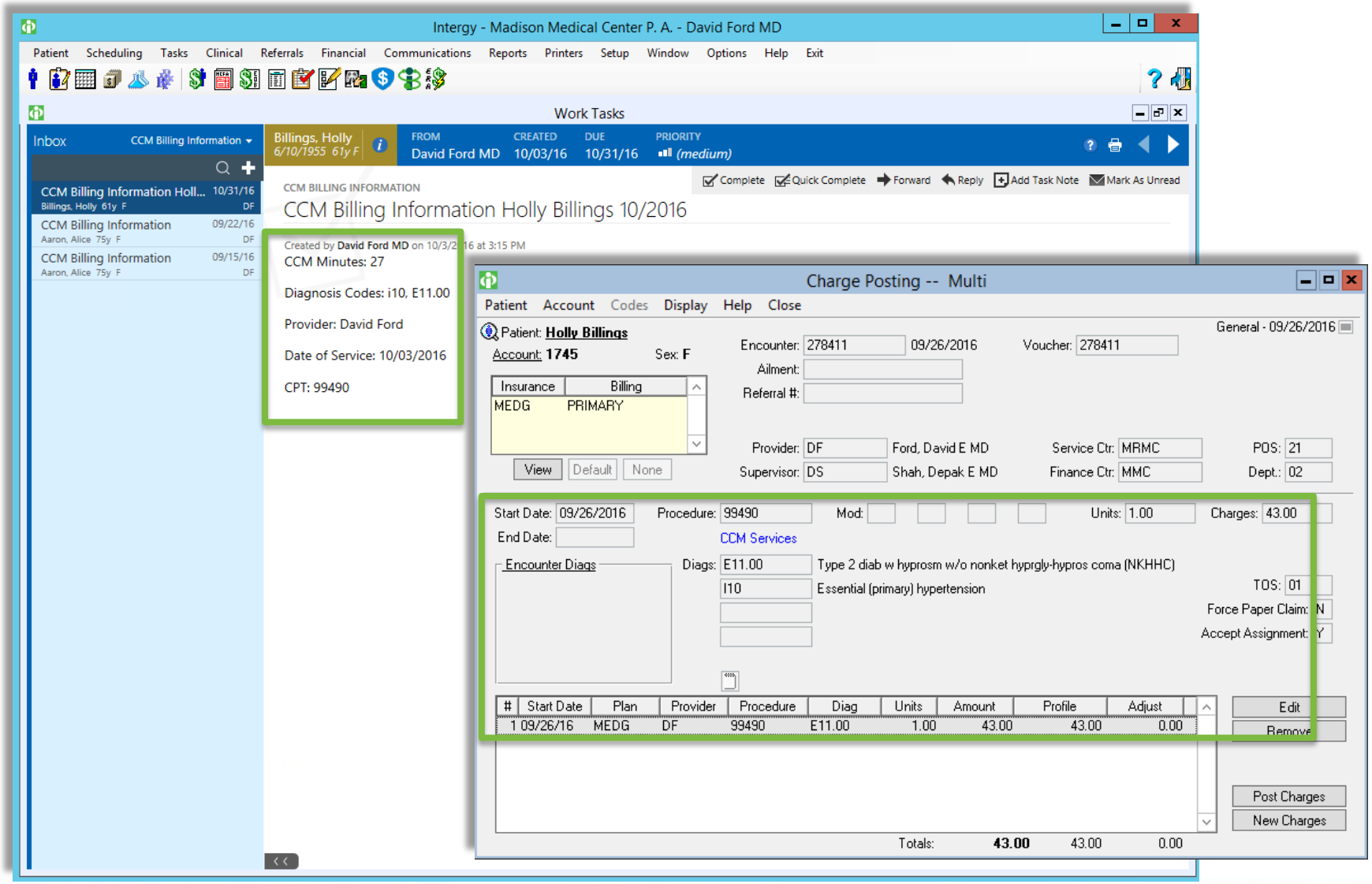
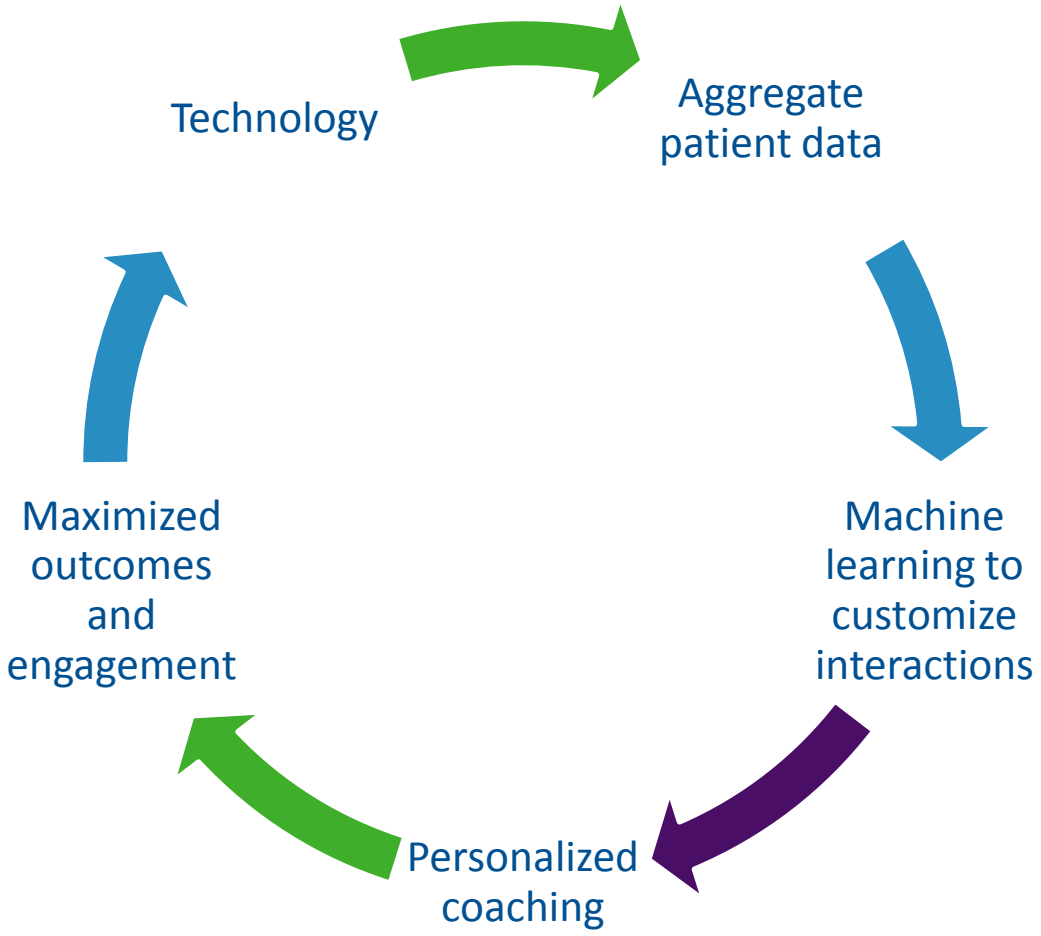
- Patient generated vitals

Billing

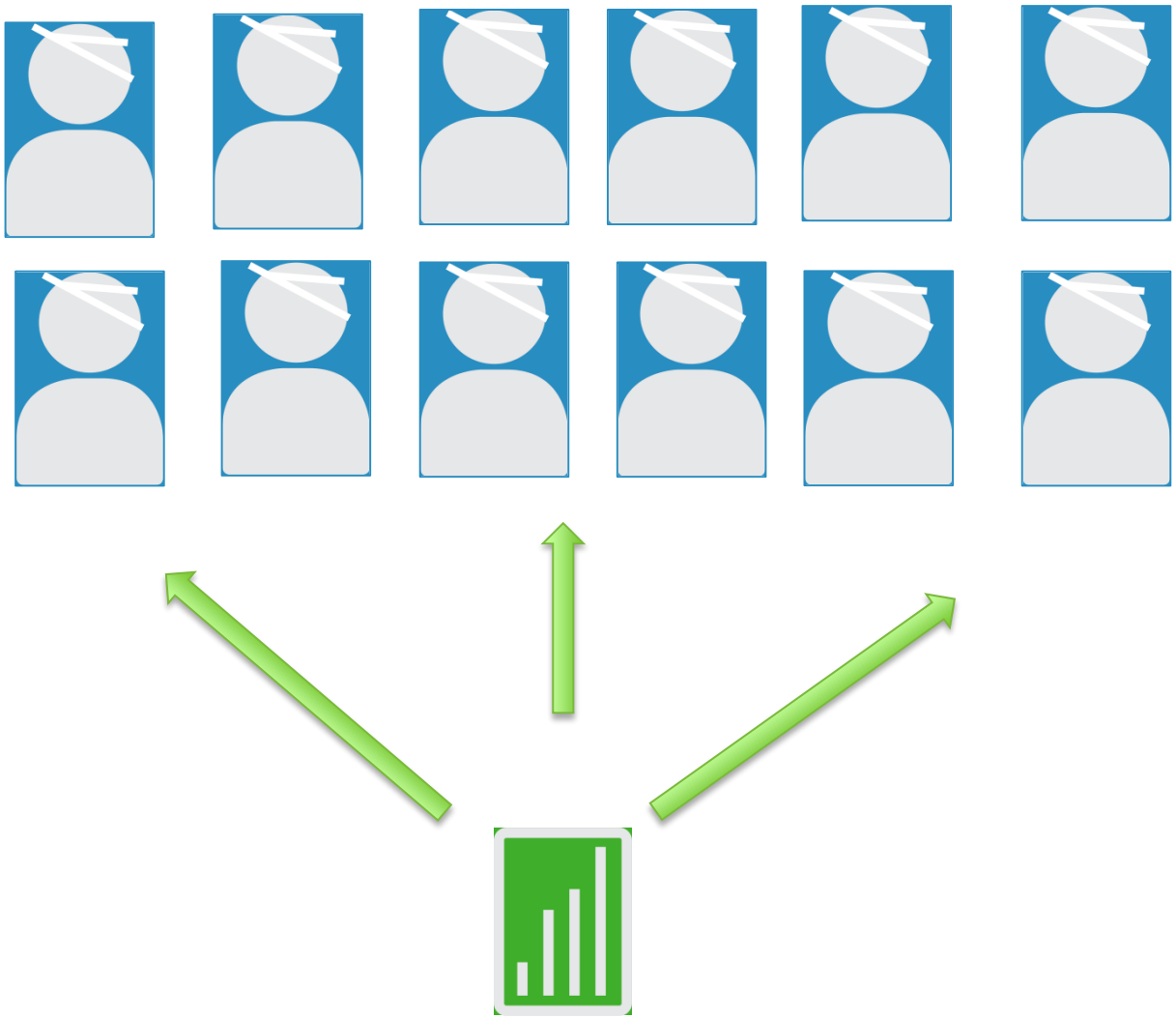


HOW WE DRIVE OUTCOMES

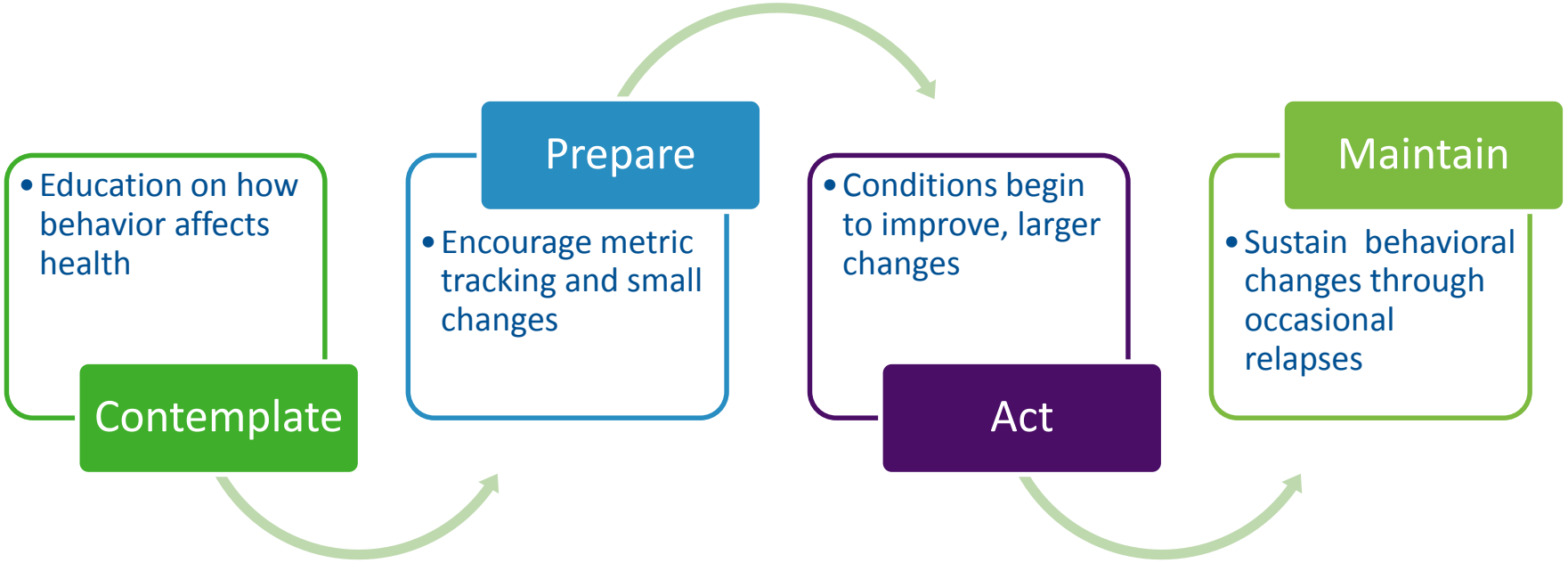
Technology and engagement driving outcomes



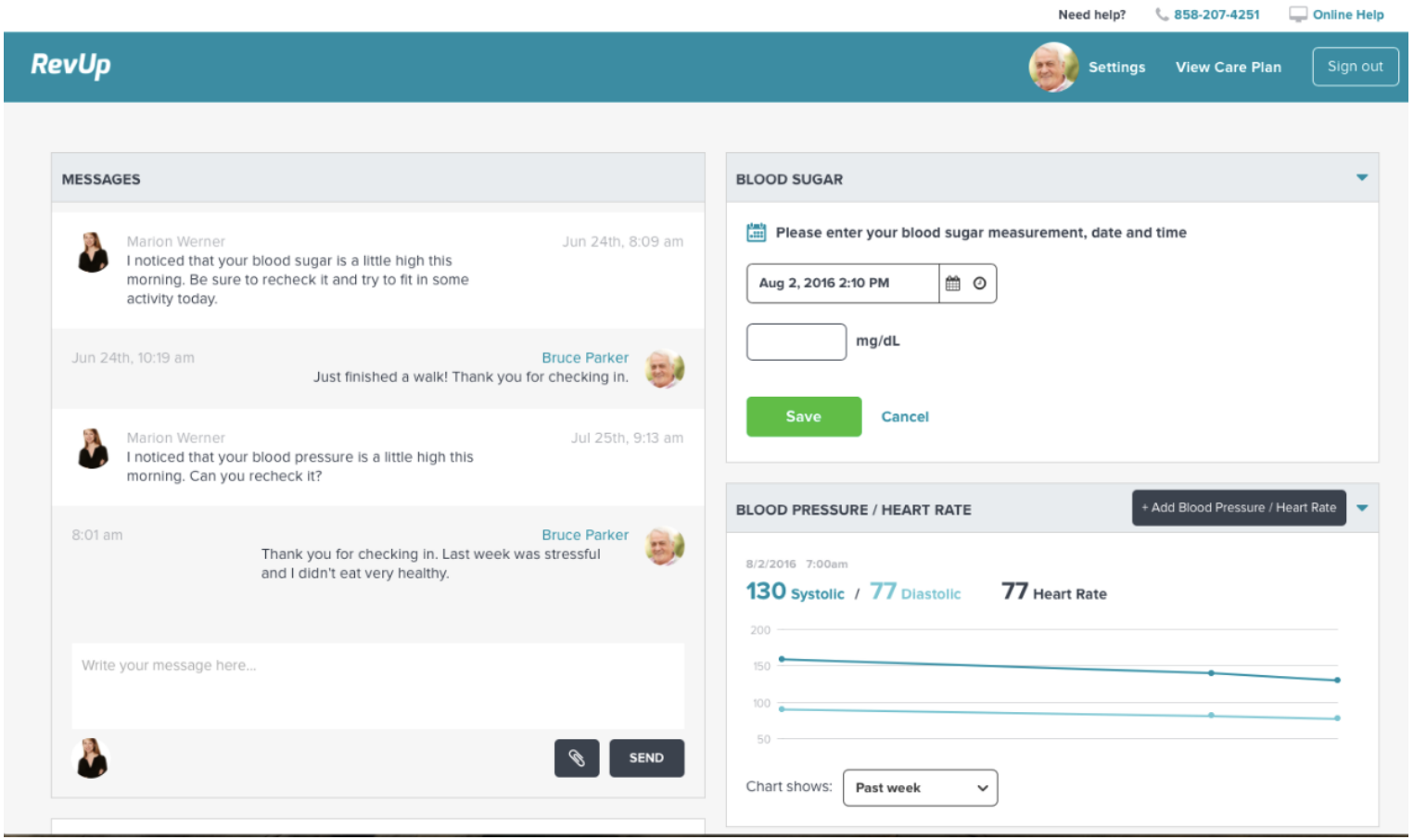
More care in twenty minutes



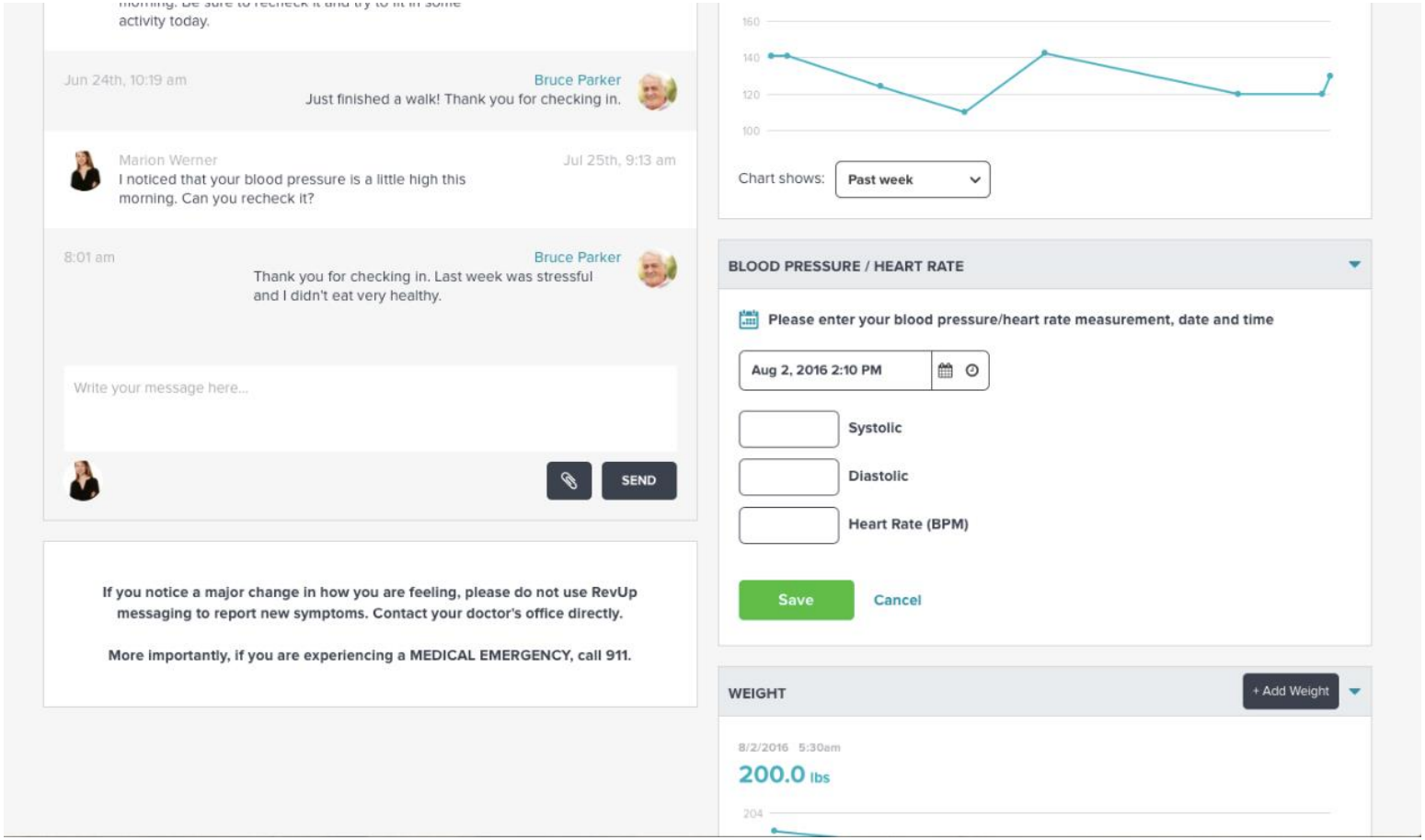
How we coordinate care



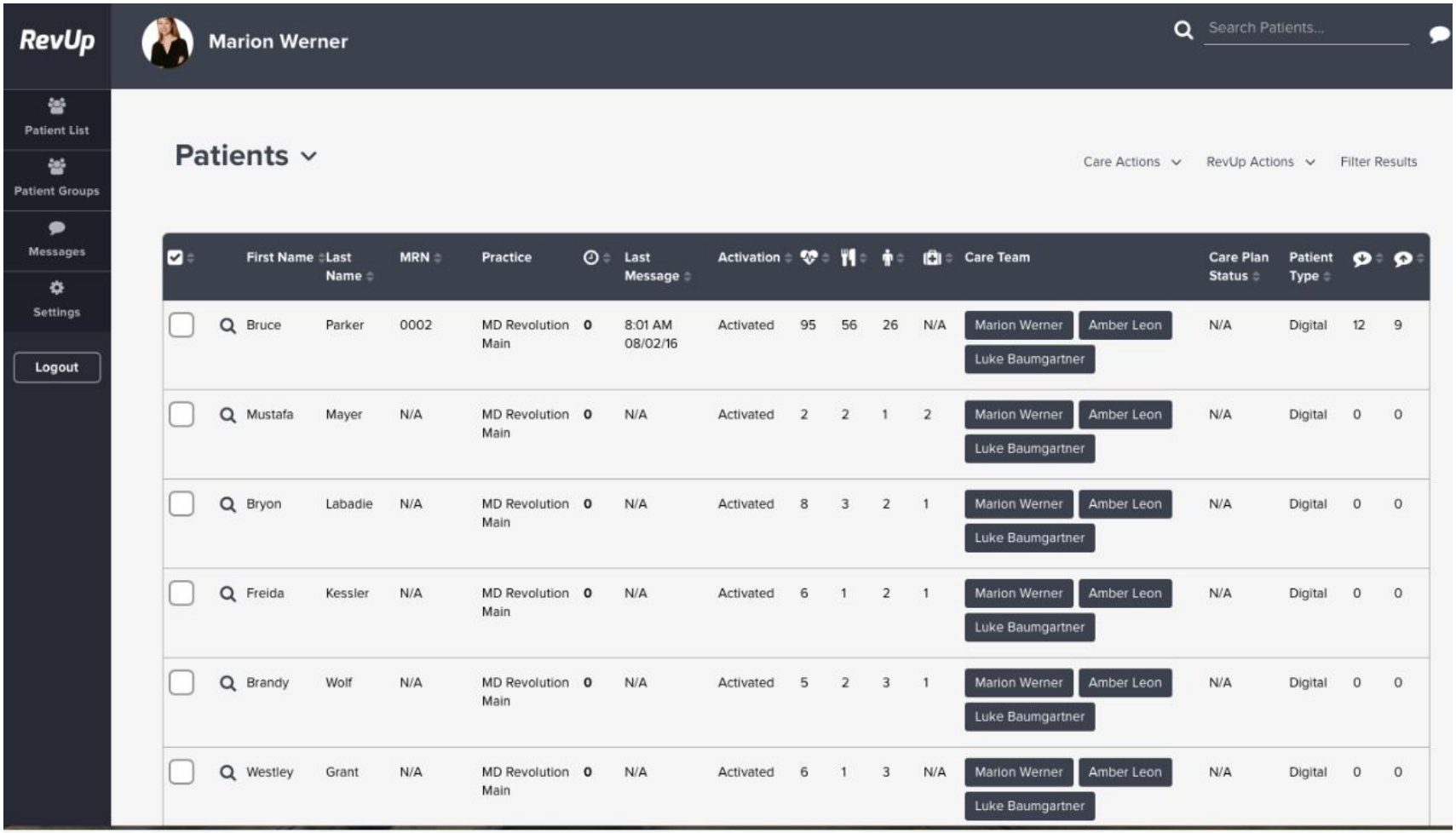
Patient-facing platform



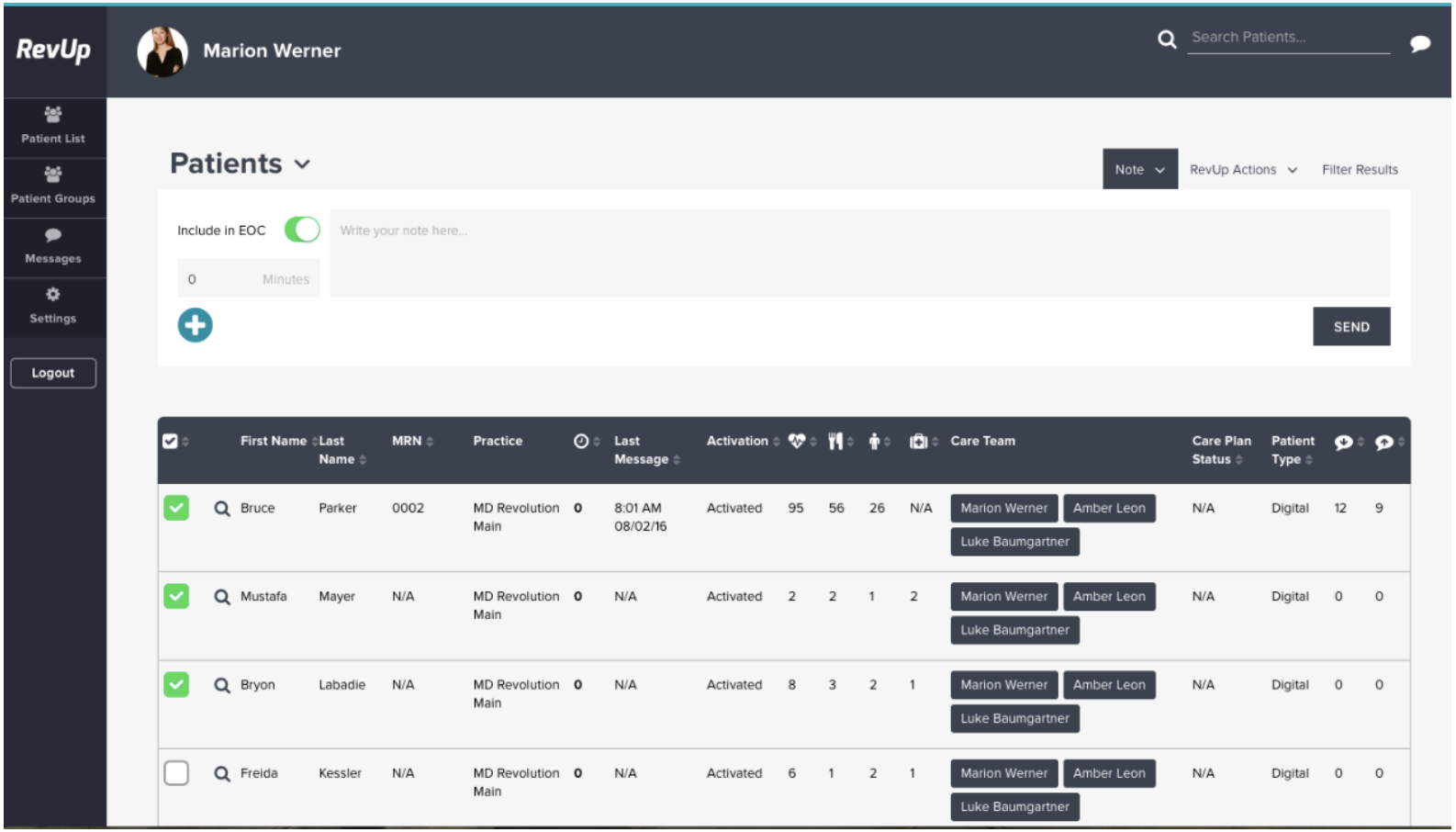
Patient-facing platform



Clinician-facing platform



Clinician-facing platform

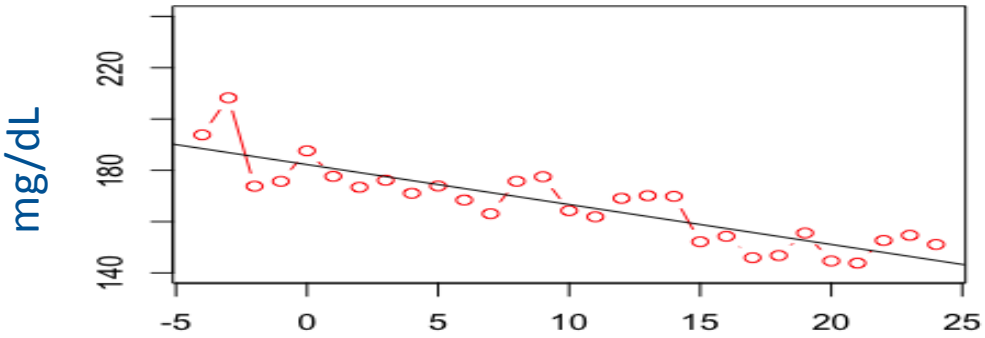


HELPING PATIENTS GET HEALTHIER

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

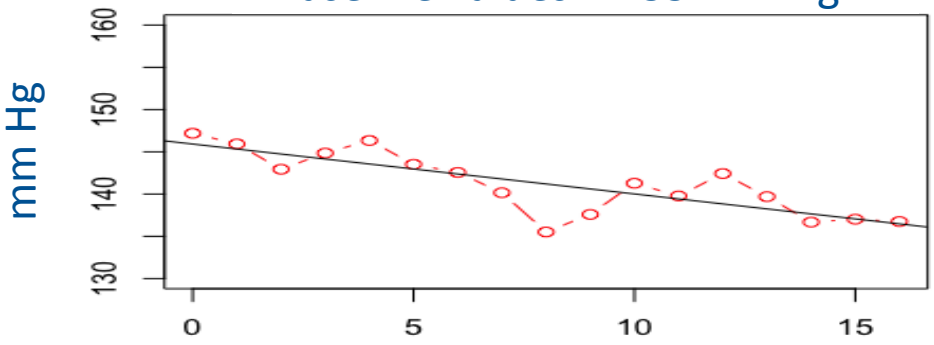
Blood Glucose

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

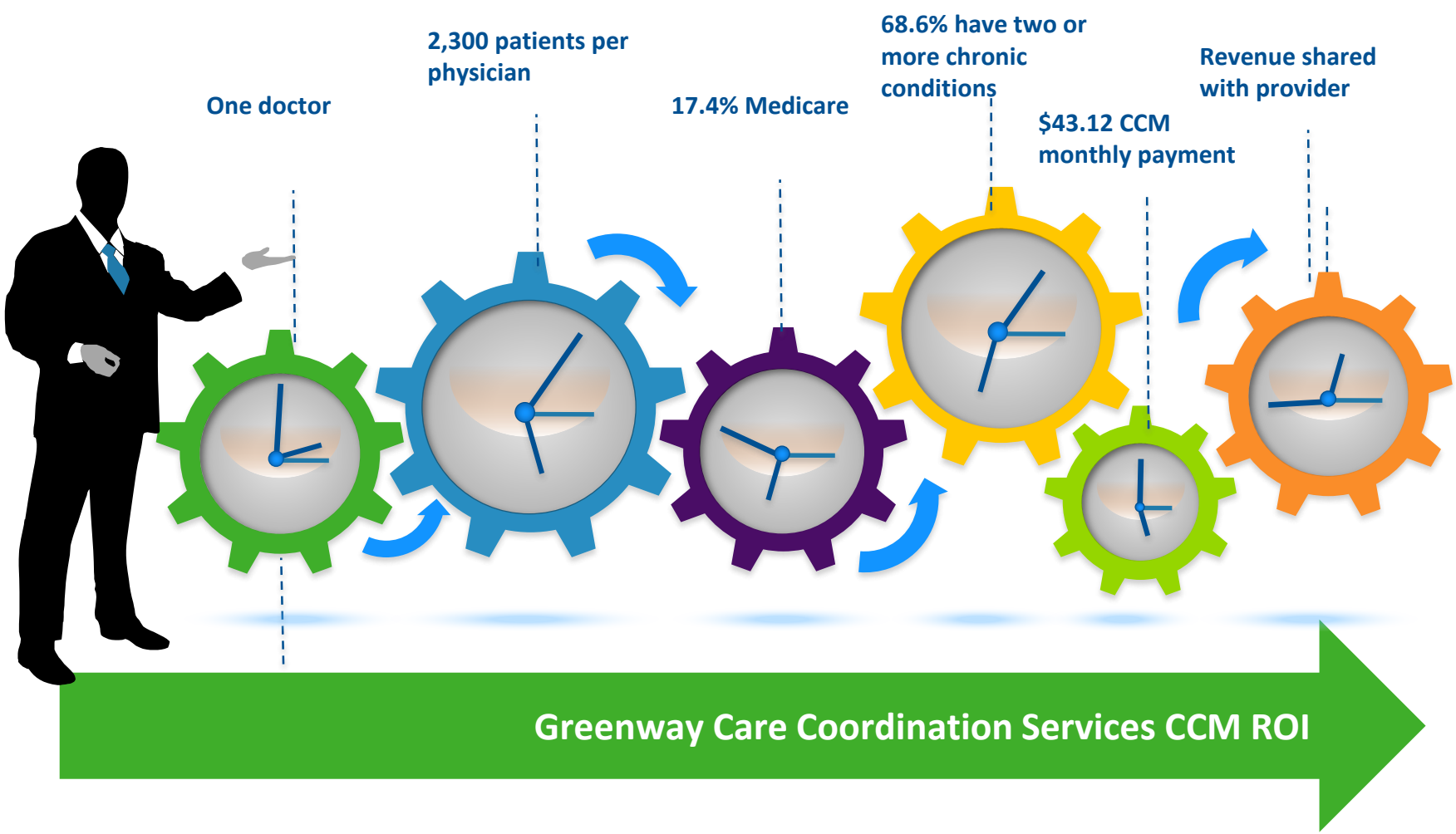
Memorial Hospital at Gulfport

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

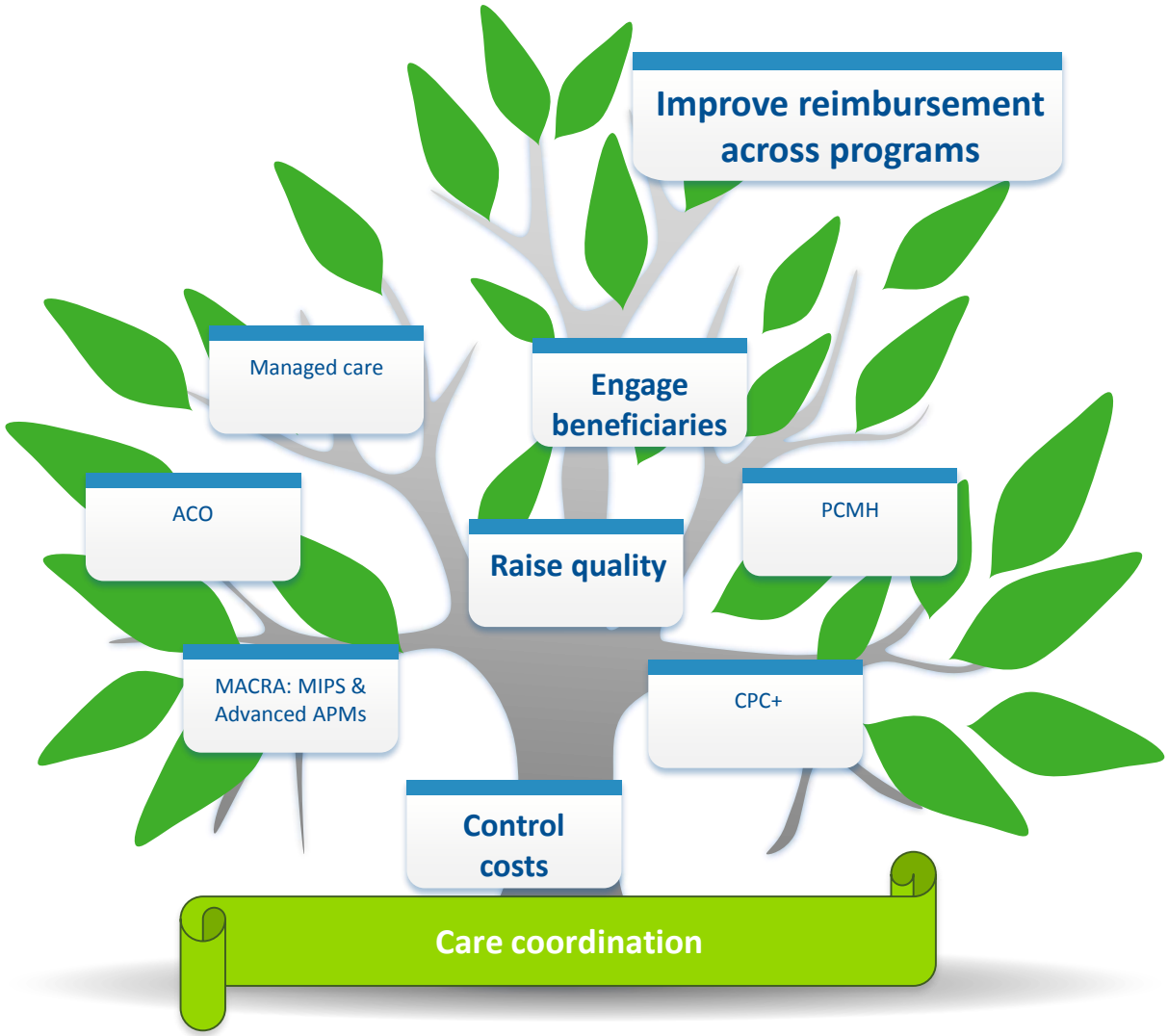
Note: All Medicare column as filed with Medicare by Gulfport - 2014

DOLLARS AND CENTS

How you earn by partnering with Greenway Care Coordination Services



Succeeding in reimbursement reform

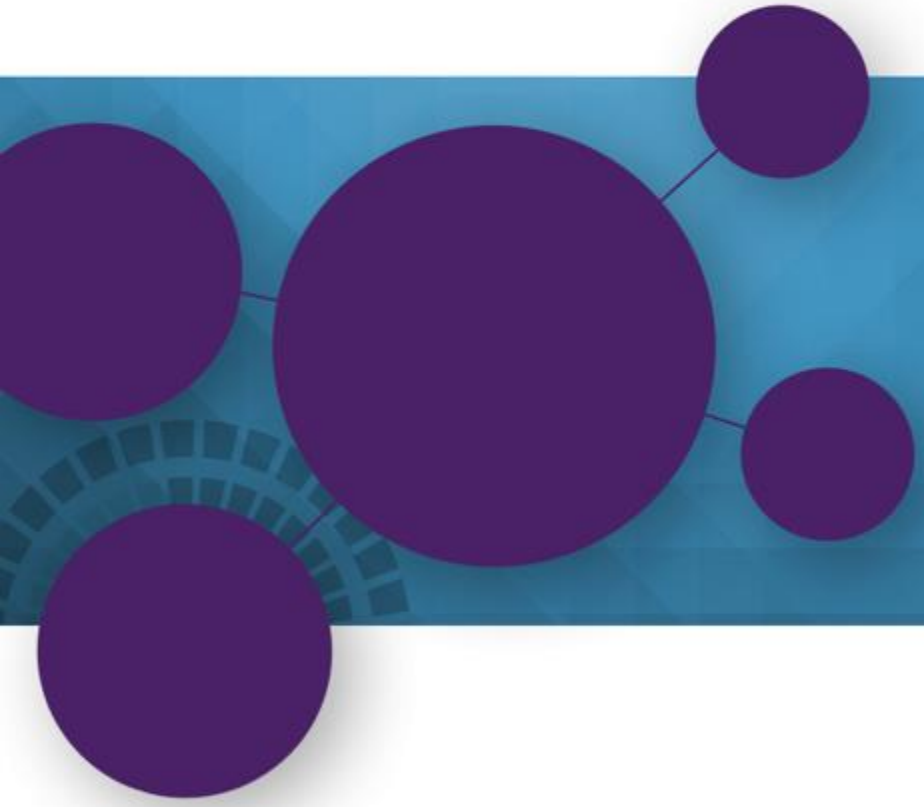


Poll question

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

a) Yes

b) No



QUESTIONS