

# What to Expect in Next Year & Developing Your ACO Action Plan

## Welcome

The webinar will start at 3:00 pm ET.

It is interactive, so please make sure that you have connected via phone with your audio pin. Call-in information is shown on your dashboard, right side of screen.

# Agenda



- 1.Introductions
- 2.Housekeeping
- 3.Presentation
- 4.Q & A
- 5.Follow-up

## Housekeeping



- 1. Panelists will present for approximately 40 minutes
- 2. Q&As will take the remainder of the 1 hour
  - Submit anonymous written questions using the Q/A tab (not chat) on dashboard
- 3. Webinar is being recorded
  - Slides and recording will be available at www.NAACOS.com/webinars.

## Today's Presenters



#### Kris Gates, Health Endeavors

Kris Gates, CEO of Health Endeavors, is the primary architect of the Health Endeavors software product suite. The primary web-based software product suite includes Conflict of Interest, Contract & Entity Manager, Non-Monetary Comp Tracker, Physician Hours Manager, Survey & Assess Tool and Training Center. In addition, Health Endeavors spearheaded the effort to develop software specifically for the Medicare Shared Savings Program (MSSP) ACOs, including an ACO Claims Data Center, GPRO Tool, NPI Ticker and Population Analytics. She earned her *juris doctor* from Creighton University School of Law with *cum laude* recognition. In addition to her software product development experience, Ms. Gates has provided legal services in private practice and served as corporate counsel to several large nonprofit healthcare systems, including Banner Health, Alegent Health and Norton Healthcare.

# What to Expect in Next Year & Developing Your ACO Action Plan

Kris Gates, Health Endeavors

## **Every ACO Is Different**

- Primary Care Only
- Primary Care + Specialists
- Primary Care + Hospital
- Primary Care + Hospital + Home Health
- Hospital Based
- Patient History & Demographics
- Geography
- Management
- > Structure
- Past Experiences
- **➤** Single EMR
- ➤ Multiple EMRs



## One Strategy Does NOT Fit All

Best Practices + Unique Decisions

= Your ACO Strategy



# **ACO ACTION PLAN**

- Initial Patient Attribution List
  - Is the Patient Count Right?
  - PECOS
  - NPI
- Assign Primary TIN & Provider
  - Quality Measures Accountability
  - Financial Accountability
  - Arms Around Population



- Patient Population
  - Attributed
  - Non-Attributed
- Data Sharing Preferences Get Claims Data
  - Office Encounters
  - Mailings
  - Medicare Telephone Encounters
  - Office Encounters & Non-Attributed



- ▶ TIN Add/Remove Management
  - Add
  - Remove
  - Termination of Contracts
  - Quality Measures Accountability
  - GPRO Reporting on Quality Measures
  - PQRS Incentive/Penalty
  - Recruitment



- Quality Measures Plan for each Facility/TIN/Practice
  - How to Educate on GPRO Measures?
  - How to Track?
  - How to Report?
  - How to achieve the goal benchmarks?



- EMR Gap Analysis
  - Monthly Gap Analysis
  - TIN Progress (Completion) Goals
  - EMR Captures vs. Manual Abstraction

- GPRO Reporting Plan
  - Year Round
  - 8 Week Reporting Period (January March, 2015)



- Claims Data -
  - Individual Patient Data for TINS/Practices/Facilities
  - Population
- Population Management
  - Claims Reduction Program
  - Facility/TIN/Practice Notifications
    - Newly Diagnosed
    - Admits
    - Discharges
    - ER Visits
    - MRI/CT



- Financial Analytics/Benchmarks
- ▶ TIN & ACO Progress Reports
  - Quality Measures Accountability
  - Financial Accountability Expenditures
- Training & Communications
  - Providers
  - Office Staff
  - ACO Management Team



- Provider Participation
  - Staff Engagement
  - Provider Engagement
- Compliance & Conflict of Interest
  - Compliance Plan
  - Training
  - Annual Conflict of Interest



- Patient Engagement
  - Care Plans
  - Goals
  - Disease Group Education
  - Discharge & Admission Notification
  - Follow-up Care Instructions



- CAHPS (Patient Surveys)
  - http://acocahps.cms.gov/Content/ApprovedVendor .aspx
- Public Reporting Guidance
  - http://www.cms.gov/Medicare/Medicare-Fee-for-Service-Payment/sharedsavingsprogram/ACO-Public-Reporting-Guidance.html



- NPI Annual Update
  - Provider/Supplier Annual Update



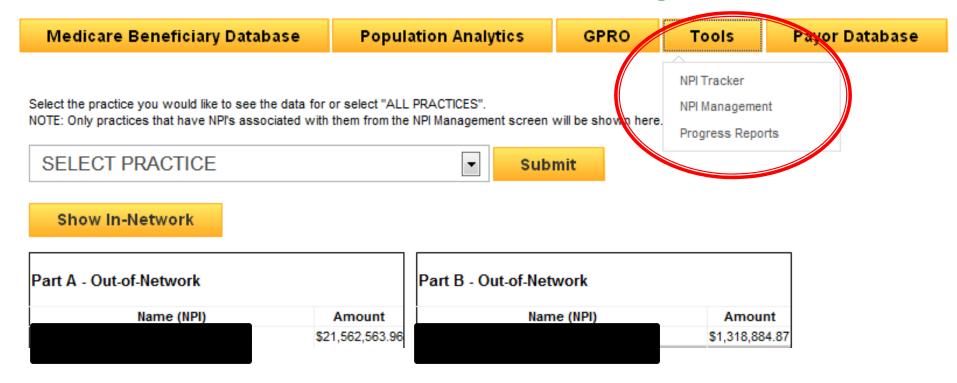
#### Get your arms around Patient Population



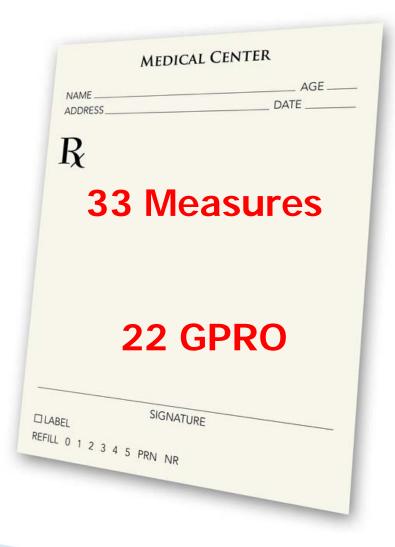
## Point of Care Notices August 2013

	TOTAL ACO PATIENTS	% OF POC NOTICES GIVEN	# CARE MGT PATIENTS
Internal Medicine	1674	93.13%	63
Neurology 1	30	20.00%	0
Internal Medicine 2	1674 30 58 2919 3343	95.30%	73
Cancer Care 1	58 Ung	41.38%	0
Family Practice 1	2919	92.33%	186
Internal Medicine 3	3343	94.20	195
Gastroenterology 1	14	94.2% 14.29% 89.82%	0
Family Practice 2	609	89.82%	22
TOTAL	11136	92.97%	539

#### Get your arms around Patient Population In-Network/Out-Network Migration

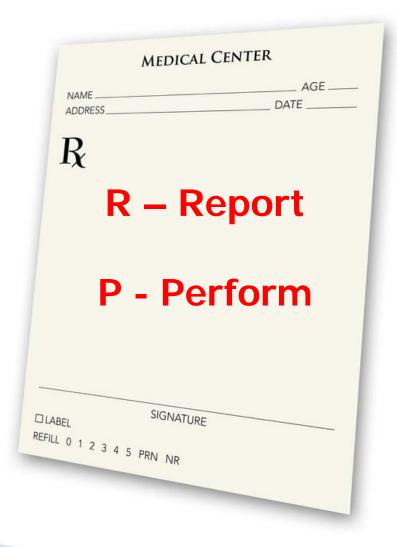


# Quality Measures (GPRO) Plan

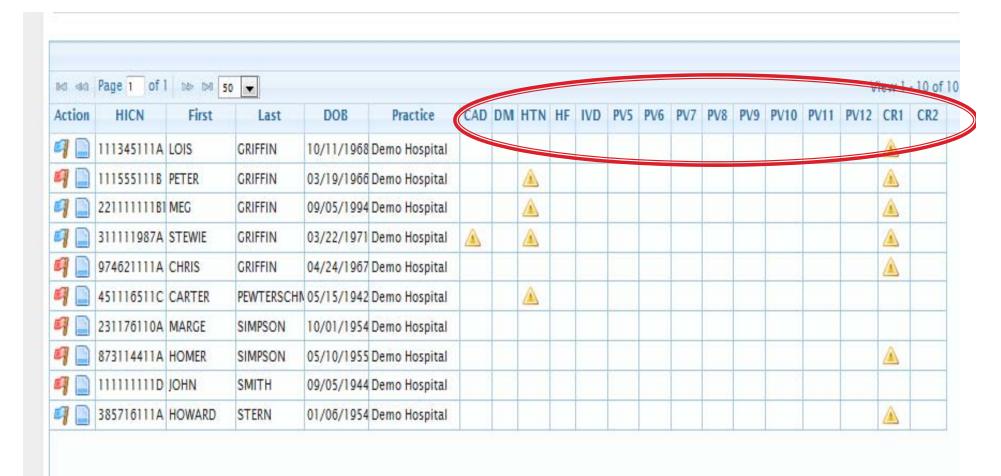


ACO #	Measure Title	Method of Data Submission	P4P Phase-in PY1	P4P Phase-in PY2	P4P Phase-in PY3
12.	Medication Reconciliation	GPRO Web Interface	R	P	P
13.	Falls: Screening for Future Fall Risk	GPRO Web Interface	R	Р	P
14.	Influenza Immunization	GPRO Web Interface	R	Р	P
15.	Pneumococcal Vaccination for Patients 65 Years and Older	GPRO Web Interface	R	P	P
16.	Body Mass Index (BMI) Screening and Follow-Up	GPRO Web Interface	R	P	P

# Quality Measures (GPRO) Plan



ACO #	Measure Title	Method of Data Submission	P4P Phase-in PY1	P4P Phase-in PY2	P4P Phase-in PY3
17.	Tobacco Use: Screening and Cessation Intervention	GPRO Web Interface	R	P	P
18.	Screening for Clinical Depression and Follow-Up Plan	GPRO Web Interface	R	P	P
19.	Colorectal Cancer Screening	GPRO Web Interface	R	R	P
20.	Breast Cancer Screening	GPRO Web (Interface	R	R	P



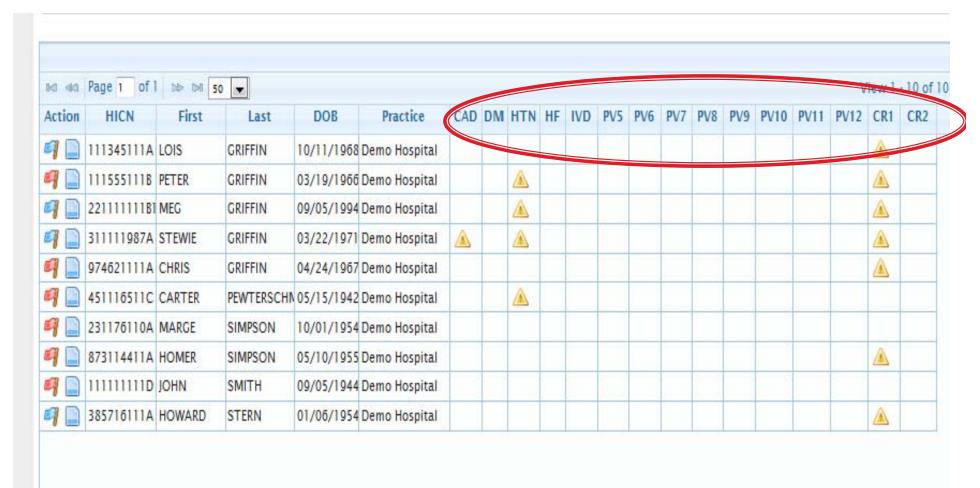
#### 22 GPRO Measures - 15 Modules

1	Medication Reconciliation: Reconciliation After Discharge from an Inpatient Facility (CARE-1)
2	Falls: Screening for Future Fall Risk (CARE-2)
3	Coronary Artery Disease (CAD)
4	Diabetes Mellitus (DM)
	15 Modules

5	Heart Failure (HF)
6	Hypertension (HTN)
7	Ischemic Vascular Disease (IVD)
8	Preventive Care and Screening: Screening Mammography (PREV-5)
	15 Modules

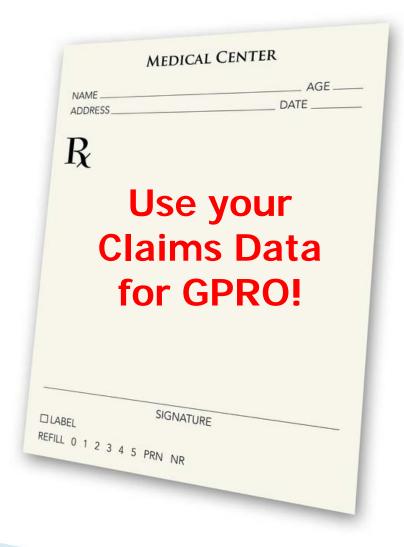
**Preventive Care and Screening: Colorectal Cancer Screening (PREV-6)** 9 **Preventive Care and Screening: Influenza Immunization (PREV-7)** 10 **Preventive Care and Screening: Pneumonia Vaccination for Patients 65 Years** 11 and Older (PREV-8) Preventive Care and Screening: Body Mass Index (BMI) Screening and Follow-Up (PREV-9) 15 Modules

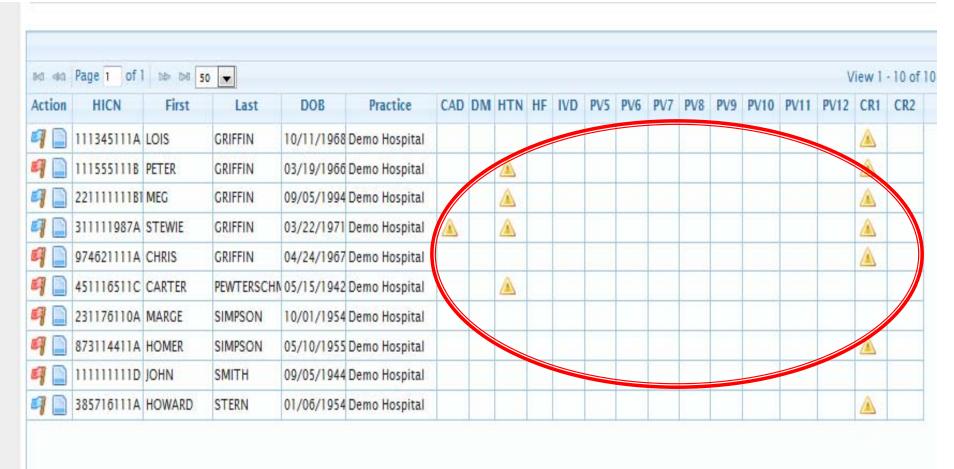
**Preventive Care and Screening: Tobacco Use: Screening and Cessation** 13 **Intervention (PREV-10) Preventive Care and Screening: Screening for High Blood Pressure (PREV-11)** Preventive Care and Screening: Screening for Clinical Depression and Follow-Up Plan (PREV-12) 15 Modules



#### 22 GPRO Measures - 15 Modules

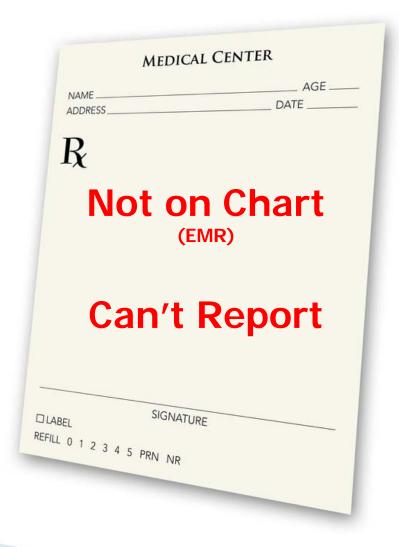
#### GPRO & Claims Data?



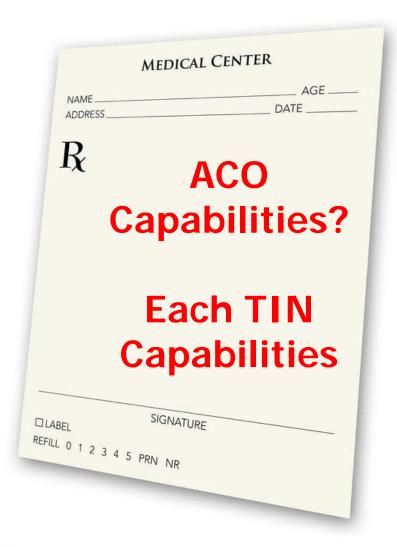


Use your claims data to flag CPT, ICD9 and G-Codes to (i) assist providers in completing Quality Measures; and (ii) locate the applicable medical record by NPI

## **EMR & Chart Gap Analysis**



## **EMR & Chart Gap Analysis**



**GPRO in 8 Weeks (January 27-March 21)** 

# Manual Chart Data Abstraction (Pull Charts) Key individual Chart Data to CMS GPRO Portal

Time Consuming
CMS GPRO Portal limited to 15 users
Plan your registration for IACS/QNET Access (IRS Letter)
Additional Staff Intensive
Short Time Frame to Complete
No time to review data accuracy & completeness

**GPRO in 8 Weeks (January 27-March 21)** 

Manual Chart Data Abstraction (Pull Charts)

Key individual Chart Data to Excel

Convert Excel to CMS XML Format

XML Import to CMS GPRO Portal

Time Consuming
Plan your registration for IACS/QNET Access (IRS Letter)
Additional Staff Intensive
Limited Technology Needed for Excel Setup/XML Conversion
Short Time Frame to Complete
No time to review data accuracy & completeness

**GPRO in 8 Weeks (January 27-March 21)** 

Manual Chart Data Abstraction (Pull Charts)

Key individual Chart Data to Electronic Reporting Tool

Convert Electronic Reporting Tool Data to XML

XML Import to CMS GPRO Portal

Additional Staff Intensive
Locate vendor for Electronic Reporting Tool
Short Time Frame to Complete
Limited time to review data accuracy & completeness

#### **Quality Measures Questionnaire**

Please answer the following questionnaire accordingly.

Date of Service:	09/14/2013		
Patient Name:	CHRIS GRIFFIN		
HCIN:	974621111A	8 Week - Electronic Reporting Tool	
Patient DOB:	04/24/1967	unlimited users	
Gender:	М	central TIN data repository	
Practice Name:	Demo Hospital		
Physician Name:	N/A ▼	track completion progress	
Patient Medical Record Status?	Medical Record Found	daily CMS XML Data Imports	
	Medical Record Not Found	to review data	
Was Patient Qualified for Sample?	<ul><li>Patient is Qualified</li></ul>		
	Not Qualified for Sample - In Hospice		
	Not Qualified for Sample - Mov	ed out of Country	
	Not Qualified for Sample - Dec	eased	
Date Patient was NOT Qualified:			
medication reconciliation a  1)  No – patient not discharged from Yes – patient discharged from Yes – Patient discharged from Yes – Patient discharged from	and document the medication m inpatient facility in past 30 days inpatient facility in past 30 days and m inpatient facility in past 30 days but me inpatient facility in past 30 days but me	dication reconciliation NOT completed as hospital record NOT AVAILABLE dication reconciliation NOT completed due to NO OFFICE VISIT	
		s? Provide a Fall Screening to patient to complete. Keep the ord. (ACO 13) (Module Two/Care-2)	
Yes – fall screening provided a	and patient completed		
No – patient refused to complet	_		
	other medical reason, e.g. patient mem		
	rgent situation (no time to complete scr	<u></u>	
No – fall screening NOT provide	ed (no medical reason or other reason		

**GPRO in 8 Weeks (January 27-March 21)** 

# EMR Data Abstraction to XML or Excel File XML Import to CMS GPRO Portal

Advanced Technology Needed Data Abstraction/XML Conversion

**Short Time Frame to Complete** 

Very limited time to review data accuracy & completeness
Not able to abstract all data from EMR – need staging area
for integration of EMR and manual abstraction

#### **GPRO Year Round**

# Manual Chart Data Abstraction (Pull Charts) Key individual Chart Data to Excel Review Excel Data Abstractions

Time Consuming
Additional Staff Intensive
Difficult to review data accuracy & completeness using Excel
Excel not a central repository without technology

#### **GPRO Year Round**

Office Encounter - key patient data to Electronic Reporting Tool
Convert Electronic Reporting Tool Data to Central
Repository

Locate vendor for Electronic Reporting Tool & Central Repository
Allows time to review accuracy and completeness of data
Central Repository
Track Provider Progress

#### **Quality Measures Questionnaire**

Please answer the following questionnaire accordingly.

Date of Service:	09/14/2013	
Patient Name:	CHRIS GRIFFIN	
HCIN:	974621111A	YEAR ROUND - Electronic Reporting
Patient DOB:	04/24/1967	Tool
Gender:	М	unlimited users
Practice Name:	Demo Hospital	
Physician Name:	N/A ▼	central TIN data repository
Patient Medical Record Status?	Medical Record Found	track completion progress
	Medical Record Not Found	☐ real time data review process
Was Patient Qualified for Sample?	<ul><li>Patient is Qualified</li></ul>	
	Not Qualified for Sample - In I	Hospice
	Not Qualified for Sample - Mo	ved out of Country
	Not Qualified for Sample - De	ceased
Date Patient was NOT Qualified:		
medication reconciliation at 1)  No – patient not discharged from Yes – patient discharged from Yes – Patient discharged from	and document the medication m inpatient facility in past 30 days inpatient facility in past 30 days and m inpatient facility in past 30 days but m	hospital, nursing home) in the past 30 days? If yes, complete a n reconciliation in the medical record. (ACO 12) (Module One/Care- nedication reconciliation completed edication reconciliation NOT completed as hospital record NOT AVAILABLE edication reconciliation NOT completed due to NO OFFICE VISIT
		s? Provide a Fall Screening to patient to complete. Keep the cord. (ACO 13) (Module Two/Care-2)
Yes – fall screening provided a	nd patient completed	
No – patient refused to complet	_	
	other medical reason, e.g. patient men	
	gent situation (no time to complete sc	<del></del>
No – fall screening NOT provide	ed (no medical reason or other reason	)

#### **GPRO Year Round**

EMR Data Abstraction to acceptable vendor file format Import EMR Data to Electronic Reporting Tool Convert Electronic Reporting Tool Data to Central Repository

Locate vendor for Electronic Reporting Tool & Central Repository
Allows time to review accuracy and completeness of data
Central Repository

**Track Provider Progress** 

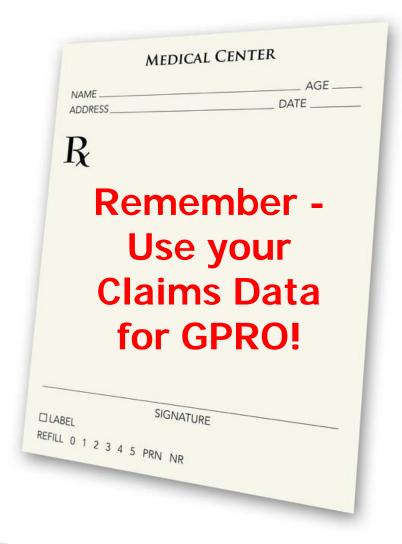
**Achieve Performance Year Round** 

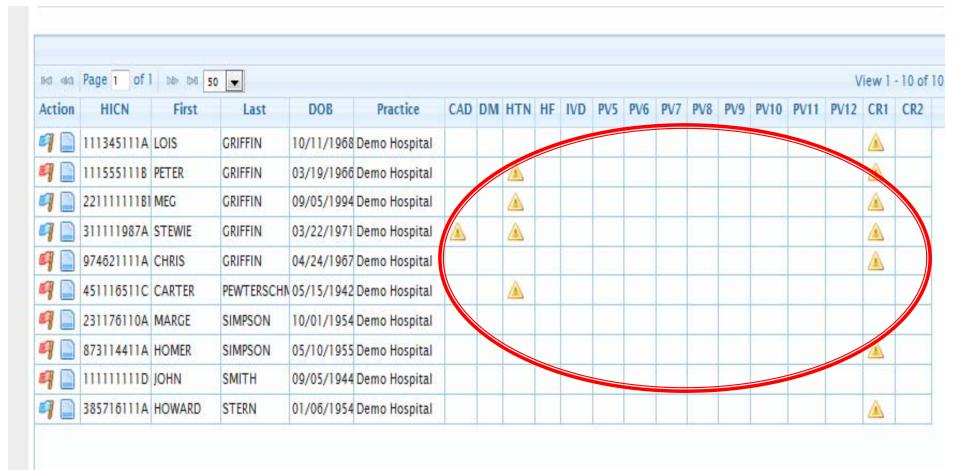
#### **Quality Measures Questionnaire**

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Date of Service:	09/14/2013		
Patient Name:	CHRIS GRIFFIN		
HCIN:	974621111A	YEAR ROUND - Electronic Reporting	
Patient DOB:	04/24/1967	Tool	
Gender:	M	☐ unlimited users	
Practice Name:	Demo Hospital		
Physician Name:	N/A ▼	central TIN data repository	
Patient Medical Record Status?	Medical Record Found	track completion progress	
	Medical Record Not Found	real time data review	
Was Patient Qualified for Sample?	<ul><li>Patient is Qualified</li></ul>		
	Not Qualified for Sample - In Hospice		
	Not Qualified for Sample - Mo	oved out of Country	
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	rgent situation (no time to complete so		
No – fall screening NOT provide	ed (no medical reason or other reason	1)	

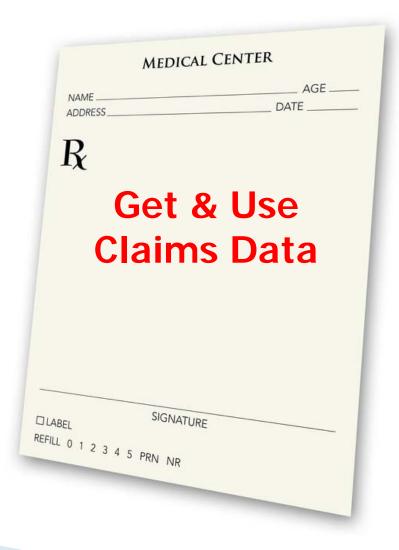
### YEAR ROUND - GPRO & Claims

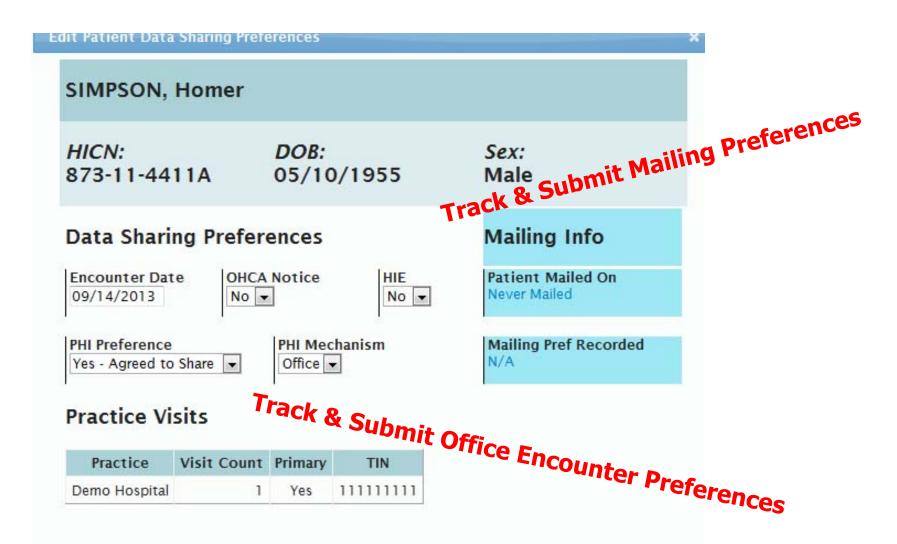




Use your claims data to flag CPT, ICD9 and G-Codes to (i) assist providers in completing Quality Measures; and (ii) locate the applicable medical record by NPI

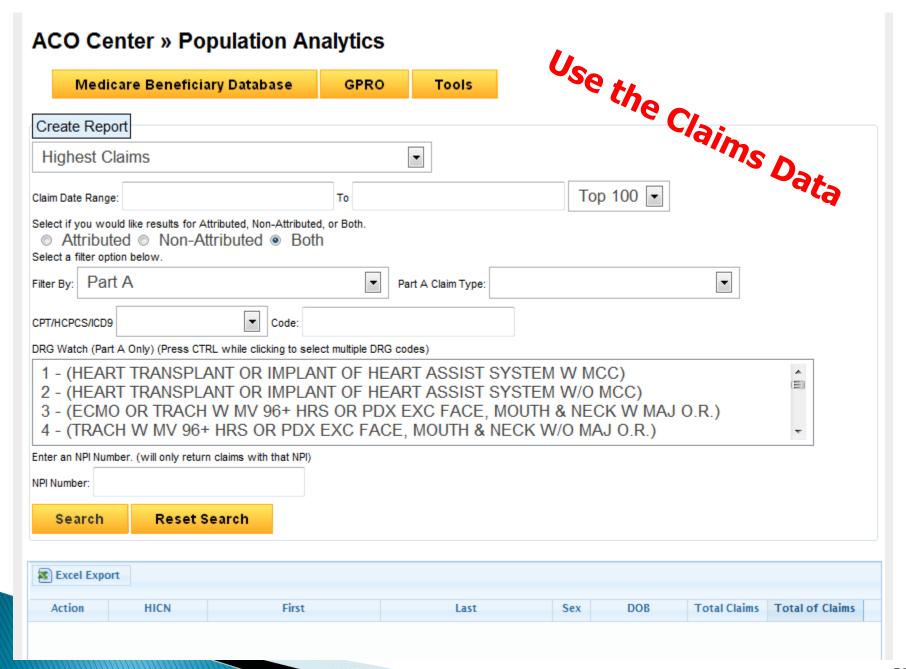
### Get Claims Data





# How you GET IT

Save Patient Prefs Close



### Get your arms around Patient Population



## Beneficiary Preferences -

Determine initial method to collect patient preferences to submit via MFT Portal in XML Format:

#### Mail Encounters

 How will you electronically process print documents? (initial and changes)

#### Office Encounters

 How will you electronically process office encounters? (initial and changes)

#### Medicare Encounters

 How will you electronically process the information communicated by the patient to Medicare? (initial and changes)

# CMS Data Sharing Users Guide

Covers the following topics:

- Overview
- Required **Testing** of the MFT XML Transfer Process
- Accountable Care Organization (ACO) to ACO-Operating Store (ACO-OS) Beneficiary Data Sharing Request File
- ACO to ACO-OS Beneficiary Data Sharing Preferences File
- ACO-OS to ACO Monthly Beneficiary Data Sharing Status File
- □ ACO-OS to ACO Error File

# Collect Patient Sharing Preferences

# Declining to Share Personal Health Information (Y/N and Mechanism of obtaining Preference)

#### **▶** (Y/N)

- Y Beneficiary notified and has not declined sharing claims data
- N Beneficiary notified and does not agree to sharing claims data (Signed form to decline)

#### Mechanism

- R = Response to 30 day letter
- N = No response to 30 day letter
- O = Decision via Office Visit

# Process to Upload/Download in MFT Portal

- Data Sharing Preferences File 1st upload (text file option)
- Check for Errors in MFT Portal download the CMS response file (5 minutes or less) (text file option)
- Data Sharing Request File 2<sup>nd</sup> upload (text file option)
- Check for Errors in MFT Portal download the CMS response file (5 minutes or less) (text file option)

# Appendix A Response Codes and Explanations

In your download look for Response Code: Must be 00 to be success.

- 00 Success
- 5 System Exception
- 10 Record level ICD validation failed
- 11 Record count does not match trailer
- 12 Header record missing/invalid
- 13 Trailer record missing/invalid

# Data Sharing User Guide

Use the templates provided by CMS and create an XML file to populate with the required patient information and data sharing preferences noted above.

# Data Sharing User Guide – Preference File Data

- Header
- Month, Year
- File Creation Date
- ACO Program
- HICAN (validate all patient data against attribution list)
- First Name
- Middle Name (leave blank if unknown)
- Last Name
- DOB
- Gender
- ACO ID
- Encounter Date
- Data Sharing Preference (Y/N)
- Substance Abuse Preference (Y/N)
- Beneficiary Data Sharing Mechanism (R/N/O)
- Substance Abuse Sharing Mechanism (R/N/O)
- Trailer
- Month/Year
- File Creation Date
- Record Count (needs to match the number of patients you submitted or rejected)

# Data Sharing User Guide - Data Sharing Request File Data

- Header
- Month, Year
- File Creation Date
- ACO Program
- HICAN (validate all patient data against attribution list)
- First Name
- Middle Name (leave blank if unknown)
- Last Name
- DOB
- Gender
- ACO ID
- Encounter Date
- Data Sharing Request (Y/N)
- Trailer
- Month/Year
- File Creation Date
- Record Count (needs to match the number of patients you submitted or rejected)

### Even if ACO mails -

the ACO must still conduct the

office encounters

# Open Discussion?

# Kristine Gates gates@healthendeavors.com

1-888-862-0366 (ext. 200)



# Questions?

- Submit anonymous written questions using the Q/A tab (not chat) on dashboard
- If you did not have a chance to ask a question today or have new questions, please send to <u>info@naacos.com</u>.



# Speaker Email

#### **Kris Gates**

Email: gates@healthendeavors.com



### **Upcoming**

- Next webinar in series for new 2014 ACOs on February 4: "Getting Your Arms around the Attributed Population"
  - Speaker: Kris Gates
- 2014 Spring Conference: April 23-25 in Baltimore
  - Register now!
- Slides and recording of today's webinar will be posted on our website, <u>www.NAACOS.com/webinar</u>, by tomorrow.
- Check back to our website for future webinar series and conference information



# Thank You!

Thank you for attending today's webinar!

**Consider joining NAACOS** 

The ACO and Business Partner applications can be found at <a href="https://www.NAACOS.com">www.NAACOS.com</a>