



Scripps Mercy

PHYSICIAN
PARTNERS

Supporting the Viability of Medical Practices



I need better payer contracts.

How can I run my practice more efficiently?





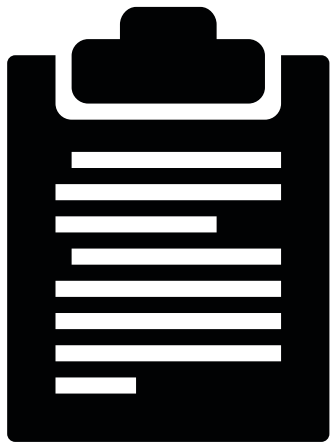
*I'd like to lower my overhead
and increase my revenue.*

*How can I better
prepare for the
changes ahead?*

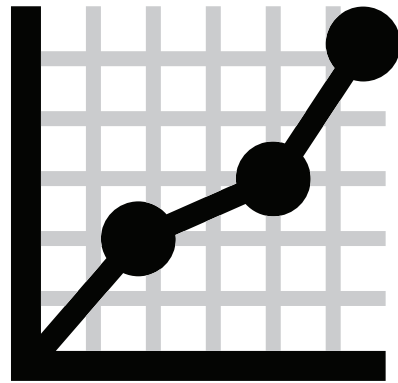


Physician Partners has “bottom line” solutions

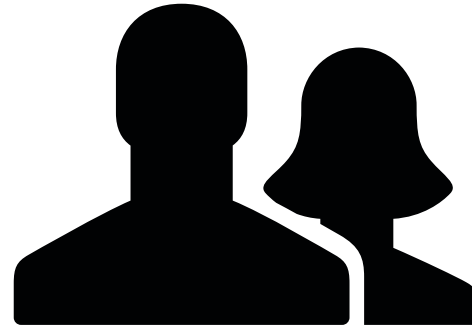
We provide the solutions & benefits of a large group, while supporting the autonomy of your practice.



**Fee-for-service
contracts**



**Practice
efficiency tools**



**Education &
networking programs**



**Patient
outreach**

Working with Partners is a fantastic partnership.

“ Physician Partners provides independent practitioners like myself excellent office support and keeps me from being isolated. The 34 payer contracts and ancillary services are a major source of improvement to my bottom line.

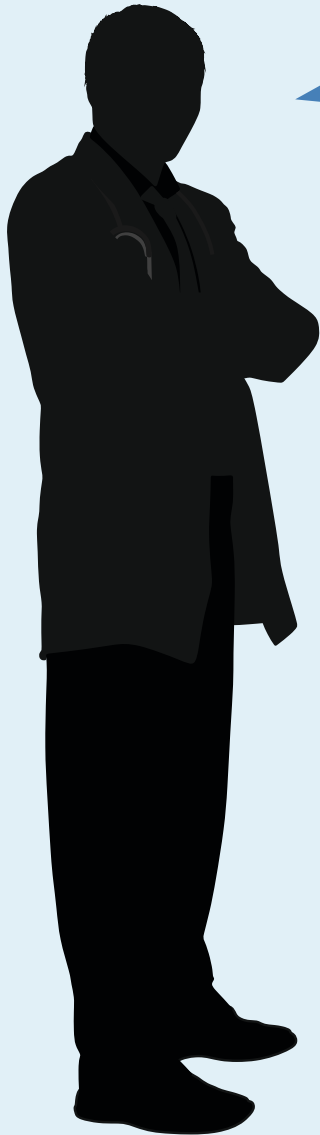
-Ned Chambers, MD
Primary Care, Member Since 2003



AETNA Health
Aetna Medicare Advantage PPO
Affiliated Health Funds
Arizona Foundation
Beech Street
Beech Street (Workers' Comp)
CIGNA PPO
CorVel
First Health/Coventry
First Health/Coventry (Workers' Comp)
FOCUS Healthcare (Workers' Comp)
Fortified Provider Network
Galaxy Health Network
Great-West Healthcare
Health Management Network
Humana ChoiceCare
Interplan / HealthSmart
Interplan / HealthSmart
(Worker's Comp)

Multiplan
Multiplan (Worker's Comp)
National Provider Network/Medavant
Pacific Foundation for Med. Care
Pacific Foundation for Med. Care (SISC - Workers' Comp)
Pacific Health Alliance
PPO Next
Prime Health Services
Prime Health Services (Workers' Comp)
Private Healthcare Systems -PHCS
Scripps Employee Medical Plan
St. Paul's Eldercare (Medicare)
Three Rivers
Three Rivers (Workers' Comp)
USA MCO
USA MCO (Workers' Comp)

Our Payer Contracts



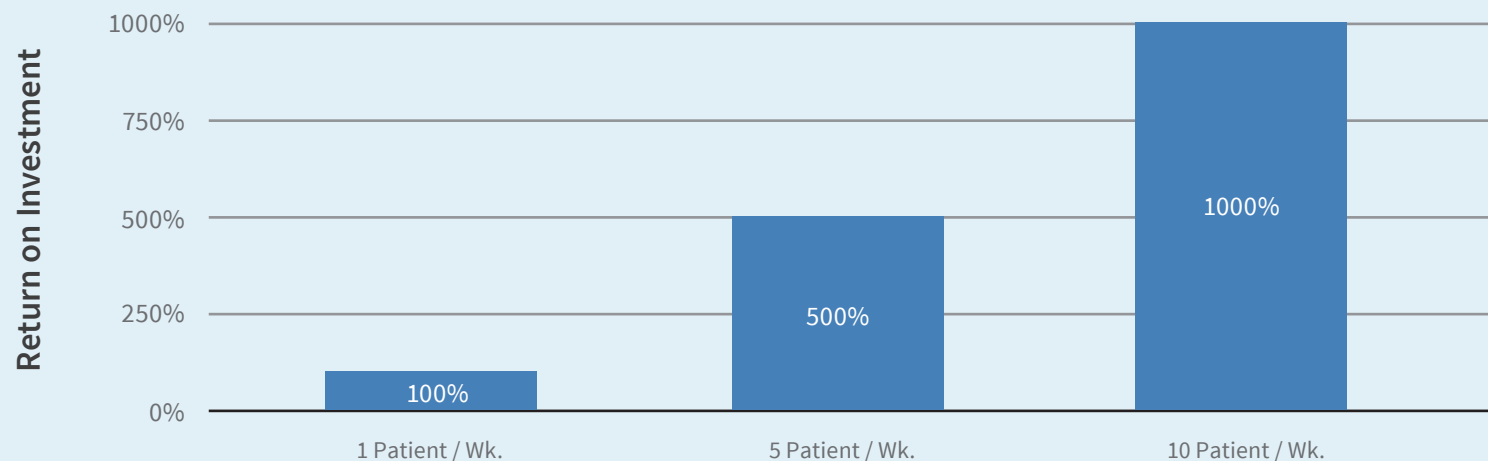
Welcome to Physician Partners.

“ We’re here to help private practice physicians navigate the rapidly changing healthcare environment. Partners provides its members with business solutions to increase revenue and improve the bottom line.

Davis Cracroft, MD President

Membership Study - Return on Investment

Physician Partners Contracts (Patients / Wk.)



	RETURN ON INVESTMENT	CASH VALUE / WEEK	CASH RETURN / YEAR
1 PATIENT / WEEK	100%	\$23.32	\$1,264.64
5 PATIENTS / WEEK	500%	\$121.60	\$6,323.20
10 PATIENTS / WEEK	1000%	\$243.20	\$12,646.20

- For this study, only CPT 99213 was utilized for 3 large PPO contracts: Cigna, First Health/Coventry, and Multiplan.
- Average reimbursement increased by \$24.32 per visit because of Physician Partners contract reimbursement rates.
- Physician Partners annual dues are \$1250.00.

Our Practice Efficiency Tools



Medical waste

An average savings of 40% on medical waste disposal costs.



Employer services

Human Resources for Your Medical Practice.



Malpractice savings

A simple, easy way to save and receive other supplemental benefits.



Rx savings card

Effective patient savings support that's easy to implement.



Physician referrals

Effective private practice marketing paired with patient resource tools.



Patient reminder

Reduce no shows by 20% and save valuable staff time.



Lab connect

Simplify and streamline all of your lab or radiology orders and test results.



Group purchasing

Reduce your material costs, give better employee benefits and more.



Payor contracts

Access to favorable group health and workers' compensation payer contracts.



Credit card processing

Save up to 25% on credit card processing

The benefits of working with us



Affiliate partners

Best in class resources to help your practice thrive for many years to come.



Events

Regularly organized & marketed physician based mixers, webinars, and more.



Learning

Helping your practice stay in the know and prepared for what's ahead.



Physician referrals

Professional online exposure to your practice gain new patients.



Clinical studies & guidelines

Keeping your practice current on important clinical information.



Practice services

Key services developed to raise your bottom line and increase patient satisfaction.



Contract review

Offering contract evaluation and highlighting salient points of the contract.



App directory

Your source for what's new in wireless health care apps for your phones & tablets.

I enjoy a return on my investment.



“ I appreciate how effectively Partners helps private practice physicians. The value of their payer contracts, practice services, educational programs, mixers and special events really pay off!

Cynthia Davis, MD ENT

Member Since 2005



Credit Card Processing

powered by Capital Bankcard

- › **Save up to 25% on your credit card processing**
- › **Reduce collection costs and increase revenues**
- › **No contracts. No hassle.**
- › **Payment arrangements for high-deductible management**
- › **Credit card regulations are changing in 2015**

Our EMV, PCI, & HIPAA compliant credit card and merchant processing services gives our San Diego based members exclusive rates with cutting edge benefits. We've partnered with Capital Bankcard to provide our members the very best solutions to combat the revenues risks associated with accepting high-deductible health plans. Keeping a credit card on file securely has never been easier! Get started today!

Price comparison

	STANDARD	PHYSICIAN PARTNERS
SAVINGS	0%	25%
SIGN-UP FEE	\$99	\$0



PRC affiliate partners

We have preferred relationships with various affiliate partners within the PRC to offer our members “best in class” services, with the most competitive pricing.

Amador Physician Services

A-S Medication Solutions

athenahealth

Beanstalk Computing

Capital Bankcard

ClientTell

Cooperative of American

Physicians

GenieMD

George Conomikes

Health Gorilla

MedAssets

MedLine

MET (Medical Environmental
Technologies)

Metlife

Mercy Physicians Medical Group

National University

Paragon Accountants

Physician Partners

Physician’s Trust

Scripps Mercy Hospital

Scripps Mercy Surgery Pavilion

ScriptSave

TriNet

VirMEDICE



Medical Waste

powered by MET

Quality waste services for less!

Savings Guarantee

Physician Partners Medical Waste services deliver an average savings of 40% on medical waste disposal costs versus national competitors.

- › **Straight forward contracts**
- › **Flexible service frequencies**
- › **Waste & compliance audits**
- › **Comprehensive compliance services**
- › **Local San Diego company**

Preferred Member Pricing

SCRIPPS MERCY PHYSICIAN PARTNERS

40% SAVINGS (avg) vs. National Competitors





Employer Services

powered by TriNet

Physician Partners Employer Services offering is powered exclusively by TriNet Passport. TriNet specializes in helping medical practices handle complicated HR issues, ranging from hiring the right people to setting up the right HR policies, procedures and systems. Contact us today to learn more.

Human resources for your medical practice

- > **Comprehensive employee benefits**
- > **Self-Service Cloud platform**
- > **Dedicated HR team**
- > **Employer risk protection and compliance**
- > **Payroll & tax administration**

Preferred Member Pricing

	STANDARD	SCRIPPS MERCY PHYSICIAN PARTNERS
ONE-TIME SET UP	\$3,000+	\$1000
ADMINISTRATIVE FEE (PEPM)	\$200 (pad/ mo)	\$100



A significant portion of our PPO patient base is generated through contracts with Physician Partners IPA.



Terry Vredenburgh, CEO

Dermatologist Medical Group of North County



Malpractice Savings

powered by CAP-MPT

Start Saving Today

Physician Partners has developed a highly beneficial Malpractice Savings Program for its members by partnering with the Cooperative of American Physicians.

A simple, easy way to save.

- > **Group term life**
- > **Disability insurance**
- > **CyberRisk coverage**
- > **MedGuard coverage**
- > **And more!**

Preferred Member Pricing

SCRIPPS MERCY PHYSICIAN PARTNERS

ANNUAL DISCOUNT (%)	5%
ANNUAL SAVINGS (\$) avg.	\$700



COOPERATIVE OF
AMERICAN PHYSICIANS



Increasing Patient Value & Care.

- › **Accepted at over 62,000 participating pharmacies**
- › **No enrollment fees and no monthly ongoing fees**
- › **NO COST to your patients**
- › **Savings on hearing care and daily living products**

Patient Savings

In partnership with ScriptSave, we've developed the VIP Health Connect Rx Savings Card. The VIP Health Connect Savings Card gives your patients instant discounts on all of their brand name and generic prescription medications.

Preferred Member Pricing

SCRIPPS MERCY PHYSICIAN PARTNERS

ONE-TIME SET UP	\$0
MONTHLY	\$0



Physician Referrals

powered by myQcare.com

Patient Resources Combined with Physician Marketing

Are you looking to market your practice in an easier, and more effective way? If so, we have a solution! Patients using myQcare.com can locate a new physician, discover health topics, learn information by specialty, find cutting edge apps, read current health news, and more!

- › Search engine optimized
- › Patient education materials
- › Attract new patients
- › Physician integration

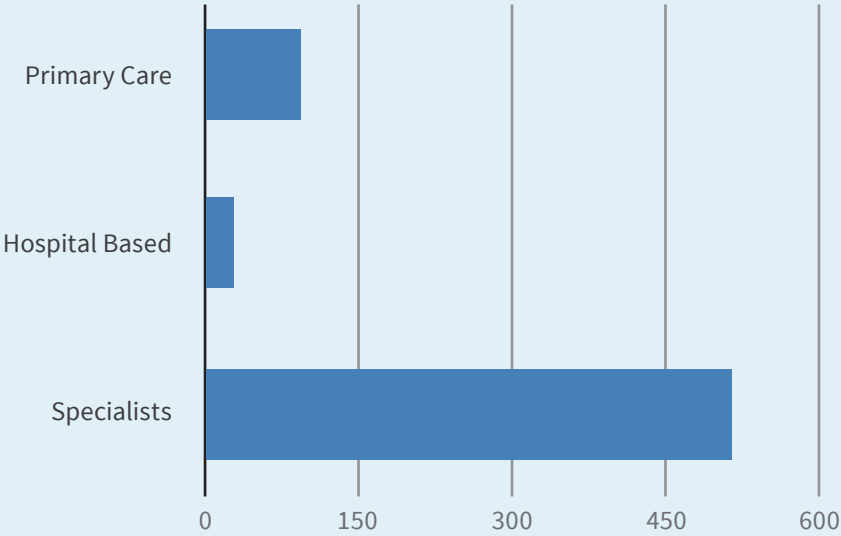
Preferred Member Pricing

	STANDARD	SCRIPPS MERCY PHYSICIAN PARTNERS
ONE-TIME SET UP	\$200	\$0
MONTHLY	\$250	\$0

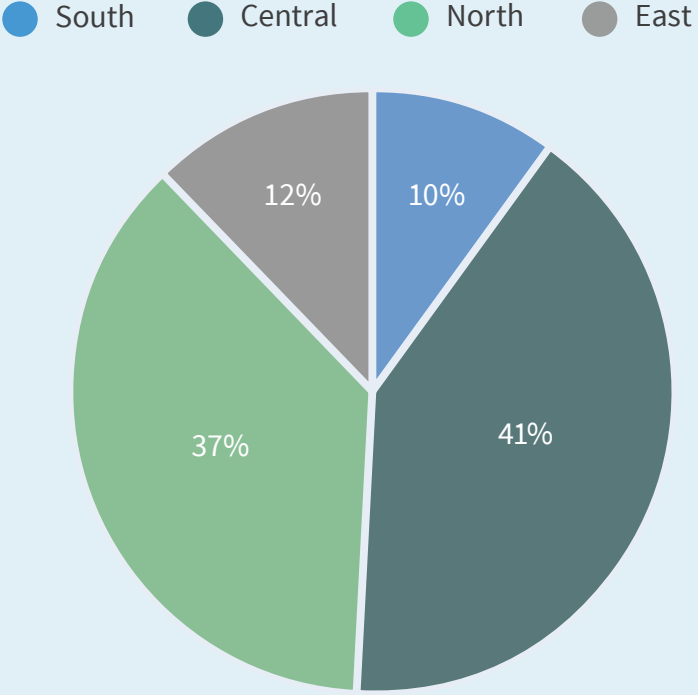


Membership & Geography

Membership (MDs) - 653



Membership (Geo)





Patient Reminder

powered by ClientTell

Remind your patients for just pennies a day!



Appointment reminders



Annual follow-ups



Past due balances



Preventative wellness

- Effectively reduce no-shows by an average of 25%
- Efficiently streamline office routines
- Dramatically improve patient and staff satisfaction
- Reduce time spent on appointment reminders by 99%

Preferred Member Pricing

	STANDARD	SCRIPPS MERCY PHYSICIAN PARTNERS
ONE-TIME SET UP	\$200	\$0
MONTHLY	\$0.20	\$0.14

* EMR / PMS vendors may have an integration fee.



Clinical Connect

powered by Health Gorilla

Lab ordering & test results, simplified.

- › **Vast diagnostic and patient services network**
- › **Create a paperless office instantly**
- › **Refer patients to trusted specialists**
- › **Secure instant peer messaging**
- › **Optimize your daily workflow and qualify for MU2**
- › **Universal patient charts**

Create FREE Lab Connect account and enhance patient care by instantly ordering diagnostic tests from any vendor, sharing results and sending referrals to specialists. It is time to say GOODBYE to costly, slow and error-prone paper requisitions... and say HELLO to the power of e-requisitions with Lab Connect powered by Informedika!

Preferred Member Pricing

SCRIPPS MERCY PHYSICIAN PARTNERS

ONE-TIME SET UP	\$0
MONTHLY	\$0

HEALTH GORILLA



Online Healthcare Marketplace

Cost Savings for Your Practice. Guaranteed!

Starting with a comprehensive material usage analysis, Medline guarantees no less than 8% savings to you, while expecting upwards of 15% savings for most members.

- › **Reduce materials costs**
- › **Employee benefits**
- › **Revenue generation**
- › **Streamlined reporting**
- › **Locally supported**

Preferred Member Pricing

	STANDARD	SCRIPPS MERCY PHYSICIAN PARTNERS
GUARANTEED SAVINGS	\$0	8% +



PPO Fact Sheet – What do you get?

CONTRACT FACTS

20%+ of San Diegans receive their health insurance coverage

through a Preferred Provider Organization (PPO).

Studies have shown our members receive increased reimbursement with our exclusive PPO contracts.

PPO CLIENTS

800+
MULTIPLAN

3500+
FIRST HEALTH

Some of our contracts:

- Aetna
- Beech Street
- Cigna
- First Health
- HealthSmart
- Humana
- MultiPlan
- Scripps Employee

What's in it for you?

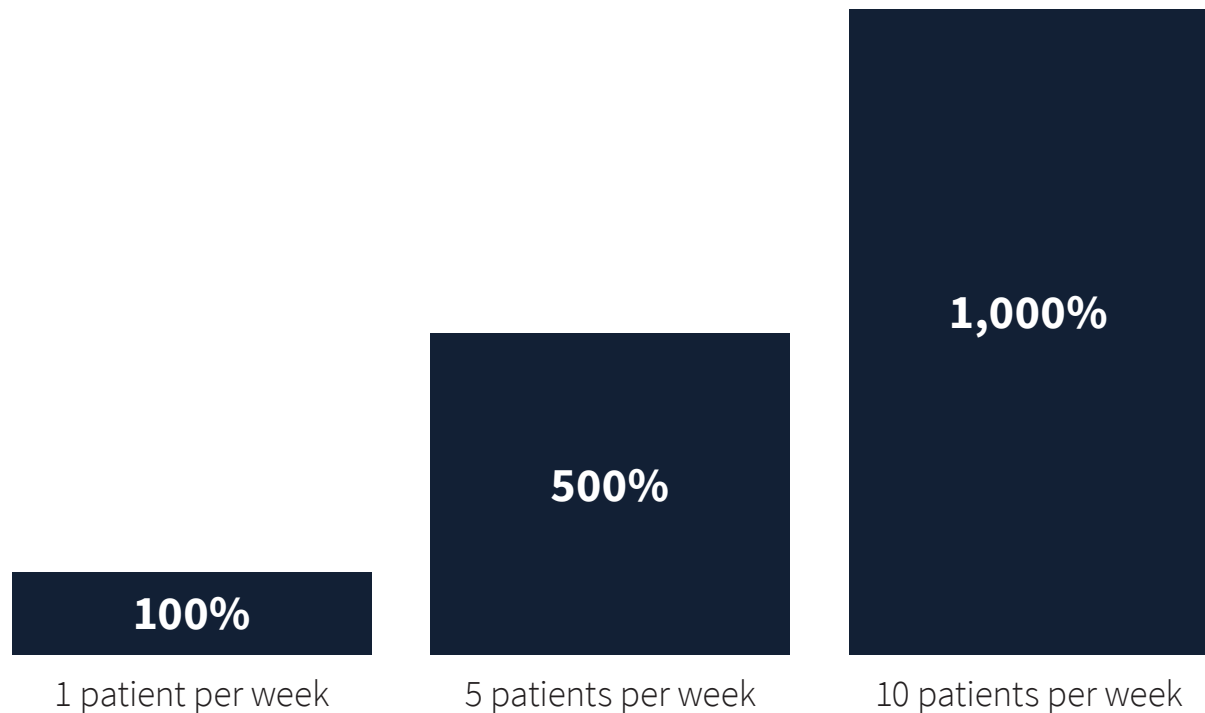
Physician Partners annual dues are **\$1,250**. Physician member offices participating in our contracts saw an average reimbursement increase of **\$24.32*** per visit from patients covered by our PPO plans.

At that rate, it only takes **1** patient per week on our contracts to cover your annual dues.

How many PPO patients do you see?

RETURN ON INVESTMENT

*For this study, only CPT 99213 was utilized for 3 large PPO contracts: Cigna, First Health/Coventry, and Multiplan.





We're here to help.

Address: 550 Washington St.,
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San Diego, CA 92103

Phone: (619) 359-6600

Please visit us:

www.partnersdocs.com

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