Contracts 101

April 2014
PPO Scorecard
34 Contracts

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)
A recent Partners study of member offices showed a high interest in receiving data via a CI network.
In the words of the Federal Trade Commission:

“... an active and ongoing program to evaluate and modify practice patterns by the network’s physician participants and create a high degree of interdependence and cooperation among the physicians to control costs and ensure quality . . .

This program may include:

- Establishing mechanisms to monitor and control utilization of health care services that are designed to control costs and assure quality of care;
- Selectively choosing network physicians who are likely to further these efficiency objectives; and
- The significant investment of capital, both monetary and human, in the necessary infrastructure and capability to realize the claimed efficiencies.”
LabConnect & Clinical Integration

SINGLE SOURCE FOR ALL PATIENT CLINICAL DATA

Vast Diagnostic and Patient Services Network

Instantly look up vendors and order tests for your patients from diagnostic and radiology providers, hospitals and SNFs, physical therapy and any other outpatient facilities.

Create A Paperless Office Instantly

Eliminate paper by using the industry only approved electronic signature and the HIPAA-compliant eFax that automatically converts paper into patient documents.

Refer Patients To Trusted Specialists

Look up any clinician in the country and send electronic referrals to them. Securely share any patient’s data even if the other clinician is not an Informedika user.
Physician Partners is pleased to offer a new technology opportunity free to members.

Lab Connect, powered by Informedika, enables participating physicians to:
- Review reports and order outpatient tests online from Labcorp, Quest, and Imaging Healthcare;
- Send electronic referrals and secure messages to other physicians; and
- Decrease paper and labor costs - no need to fax.

This service, and training and support, are free to Physician Partners members.

With Lab Connect, you can streamline your practice workflow with one centralized, online solution for diagnostic and requisitioning needs. Informedika is certified as a Meaningful Use Stage 2 Modular provider.

For more information on Lab Connect, powered by Informedika, go to: www.physicianresourcecenter.com/practice-services/lab-connect/

Please indicate whether you would like to participate in this new option by checking one of the boxes below.

☐ Yes, I opt to participate in Lab Connect
☐ No, I do not wish to participate in Lab Connect at this time.

I have individually decided my participation in this service.

__________________________________________   ___________________________   ___________
Signature                        Printed Name                        Date

Please return this completed form by April 18, 2014 via mail or fax to:

Scripps Mercy Physician Partners
550 Washington Street, Suite 841  San Diego, CA 92103
Fax:  619-632-5736
Contract Review
What to look for...

- **Term**
  - How long is the contract period, what is the renewal language?

- **Termination**
  - What kind of notice do you have to give?

- **Reimbursement**
  - Is this reimbursement acceptable?

- **Amendment**
  - How can contract be amended? Are amendments automatically accepted after a certain period of time?
Contract Review

What to look for...

- **Referrals**
  - Can you only refer to certain specialists and hospitals?

- **Claims adjudication**
  - How do you find the claims processing rules? Are they online?

- **Timeline for claims submission and appeals**
  - We have an information sheet for Physician Partners contracts; you may want to create one for your other contracts
How Physician Partners Evaluates Contract Offers – the Messenger Model

- Members provide TOP 10 CPT Codes and minimum acceptable reimbursement
- Data is aggregated for all members
- Payer makes reimbursement offer
- If offer meets minimum for 50% of members, contract is accepted and Option Report is sent
Return on Investment

We’ve been fortunate that our contracts have maintained their value and continue to reimburse at good rates.
Physician Partners has contracts with the large PPO networks including Multiplan and First Health. Multiplan has 800+ and First Health has 3500+ clients. Those client lists include the following payers:

<table>
<thead>
<tr>
<th>Multiplan</th>
<th>First Health</th>
</tr>
</thead>
<tbody>
<tr>
<td>-1st Choice</td>
<td>Plan Handlers</td>
</tr>
<tr>
<td>American Benefits</td>
<td>-Principal Life Insurance</td>
</tr>
<tr>
<td>Apex Companies</td>
<td>-San Diego &amp; Imperial Valley School Districts Fringe Benefits</td>
</tr>
<tr>
<td>Bankwest</td>
<td>-San Diego Cement Masons Trust</td>
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<tr>
<td>Bannerwelder</td>
<td>-San Diego Teamsters</td>
</tr>
<tr>
<td>California Ironworkers Field Welfare Plan</td>
<td>-San Diego State (PIA)</td>
</tr>
<tr>
<td>City of La Mesa</td>
<td>-San Diego HCS 3192</td>
</tr>
<tr>
<td>GEHA</td>
<td>-Sun Life</td>
</tr>
<tr>
<td>Guardian Life</td>
<td>-Teamsters Benefit Trust</td>
</tr>
<tr>
<td>Health Net</td>
<td>-UC Extension San Diego</td>
</tr>
<tr>
<td>K12 Schools in The State of California</td>
<td>-United Healthcare Insurance Company</td>
</tr>
<tr>
<td>Mutual of Omaha</td>
<td>-Zenith American Solutions</td>
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<tr>
<td>National Association of Letter Carriers</td>
<td></td>
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</tbody>
</table>
### Are You Being Paid Correctly?

<table>
<thead>
<tr>
<th>Speciality</th>
<th>Procedure</th>
<th>Default Rate</th>
<th>Partners Rate</th>
<th>Reimbursement Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Ophthalmology</strong></td>
<td>66984 Cataract Surg w/iol, 1</td>
<td>$574.14</td>
<td>$765.51</td>
<td>$191.37</td>
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<tr>
<td><strong>OB/GYN</strong></td>
<td>59400 Obstetrical care</td>
<td>$1,466.63</td>
<td>$1,955.51</td>
<td>$488.88</td>
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<tr>
<td><strong>Cardiology</strong></td>
<td>93350 Stress Test</td>
<td>$183.08</td>
<td>$244.11</td>
<td>$61.03</td>
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<tr>
<td><strong>Orthopedic</strong></td>
<td>27447 Arthroplasty, total</td>
<td>$1,274.89</td>
<td>$1,699.85</td>
<td>$424.96</td>
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<td><strong>Otolaryngology</strong></td>
<td>30520 Septoplasty</td>
<td>$484.56</td>
<td>$646.08</td>
<td>$161.52</td>
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<tr>
<td>Aetna Health</td>
<td>E&amp;M CPT Codes</td>
<td>Default Rate</td>
<td>Partners Rate</td>
<td>Rate Increase</td>
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<tr>
<td>--------------</td>
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<td>--------------</td>
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<tr>
<td></td>
<td>99203</td>
<td>97.02</td>
<td>114.46</td>
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<td>99213</td>
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<td>77.12</td>
<td>9.82</td>
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<td>99214</td>
<td>96.86</td>
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<td>CIGNA PPO</td>
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<td>83.23</td>
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<td>99213</td>
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<td>18.35</td>
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<td></td>
<td>99214</td>
<td>82.6</td>
<td>110.14</td>
<td>27.54</td>
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<tr>
<td>First Health/Coventry</td>
<td>99203</td>
<td>77.41</td>
<td>115.96</td>
<td>38.55</td>
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<tr>
<td></td>
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<td>165.66</td>
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<tr>
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<td>99213</td>
<td>42.66</td>
<td>74.55</td>
<td>31.89</td>
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<td></td>
<td>99214</td>
<td>66.62</td>
<td>111.83</td>
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<tr>
<td>Multiplan</td>
<td>99203</td>
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<td>51.65</td>
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<td>99213</td>
<td>73.15</td>
<td>96.56</td>
<td>23.41</td>
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<td></td>
<td>99214</td>
<td>105.28</td>
<td>138.97</td>
<td>33.69</td>
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</tbody>
</table>
Know the basics - **Note** the Deductibles!

<table>
<thead>
<tr>
<th>Plan</th>
<th>Deductible</th>
<th>Co-pays</th>
<th>Out of Pocket Max/Yr</th>
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</thead>
<tbody>
<tr>
<td>Bronze</td>
<td>$5000 for Medical &amp; Drugs</td>
<td>1 free prev. care visit; $60 for 3 PCP visits/yr; $70/specialist; $250/ER</td>
<td>$6350</td>
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<tr>
<td>Silver</td>
<td>$2000 for Medical, $500 then copay for Drugs</td>
<td>1 free prev. care visit; $45/PCP; $65/specialist; $250/ER</td>
<td>$6350</td>
</tr>
<tr>
<td>Gold</td>
<td>None</td>
<td>1 free prev. care visit; $45/PCP; $65/specialist; $250/ER</td>
<td>$6350</td>
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<tr>
<td>Platinum</td>
<td>None</td>
<td>1 free prev. care visit; $25/PCP; $50/specialist; $150/ER</td>
<td>$4000</td>
</tr>
</tbody>
</table>
Patient Engagement & Outreach
myQcare.com

JUST FOR PATIENTS, BY PHYSICIANS

- Physician Search
- Patient Education (CI, MU)
- Relevant News
- Health Topics / Downloads
- Clinical Studies
- Local Events
- FAQ Section (ie - POLST)
- Patient Webinars (Summer 2014)
Mark Your Calendars!

Annual Membership Celebration
“Easy ways to improve patient care.”

- Free Mobile Health App for your Patients
- Lab Connectivity without Expensive Integrations
- Patient Engagement and Education, online
- No-Cost Physician Marketing and Webpages

May 15, 2014
Starts at 5:30PM @ Scripps Mercy Hospital (West Auditorium)

Delicious Food
Wine from San Diego Wine Co.

Door Prizes
- Amazon Kindles
- Cohn Restaurant Gift Cards
- And more!
Thank you....

We appreciate your attending today’s event.

Please contact us if you’d like copies or more information on any of the item covered today.

619.359.6600
contact@partnersdocs.com