

SERPA ACO PCMH/Multi-Payer Experience

December 5, 2014

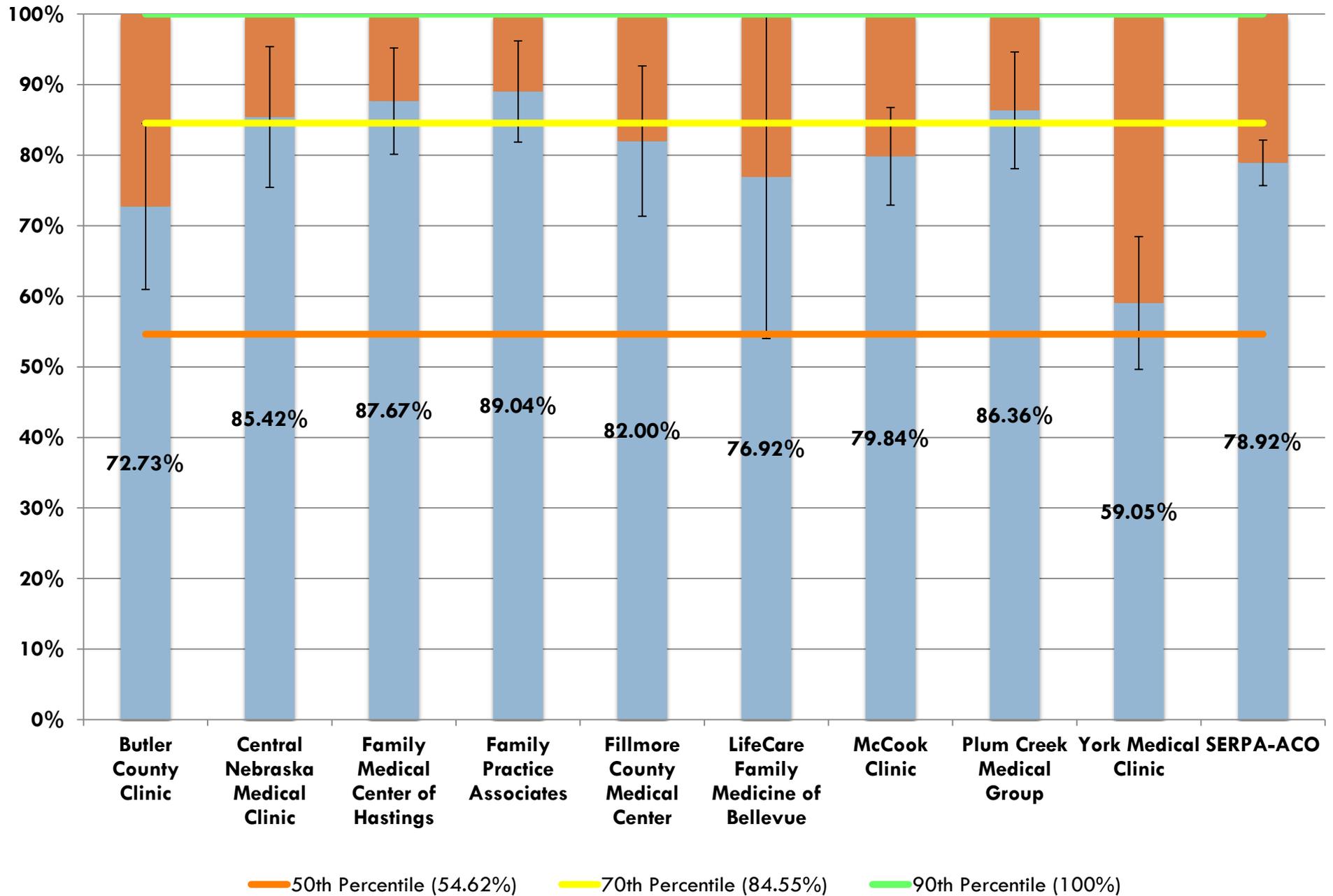
Bob Rauner, MD, MPH

Successes

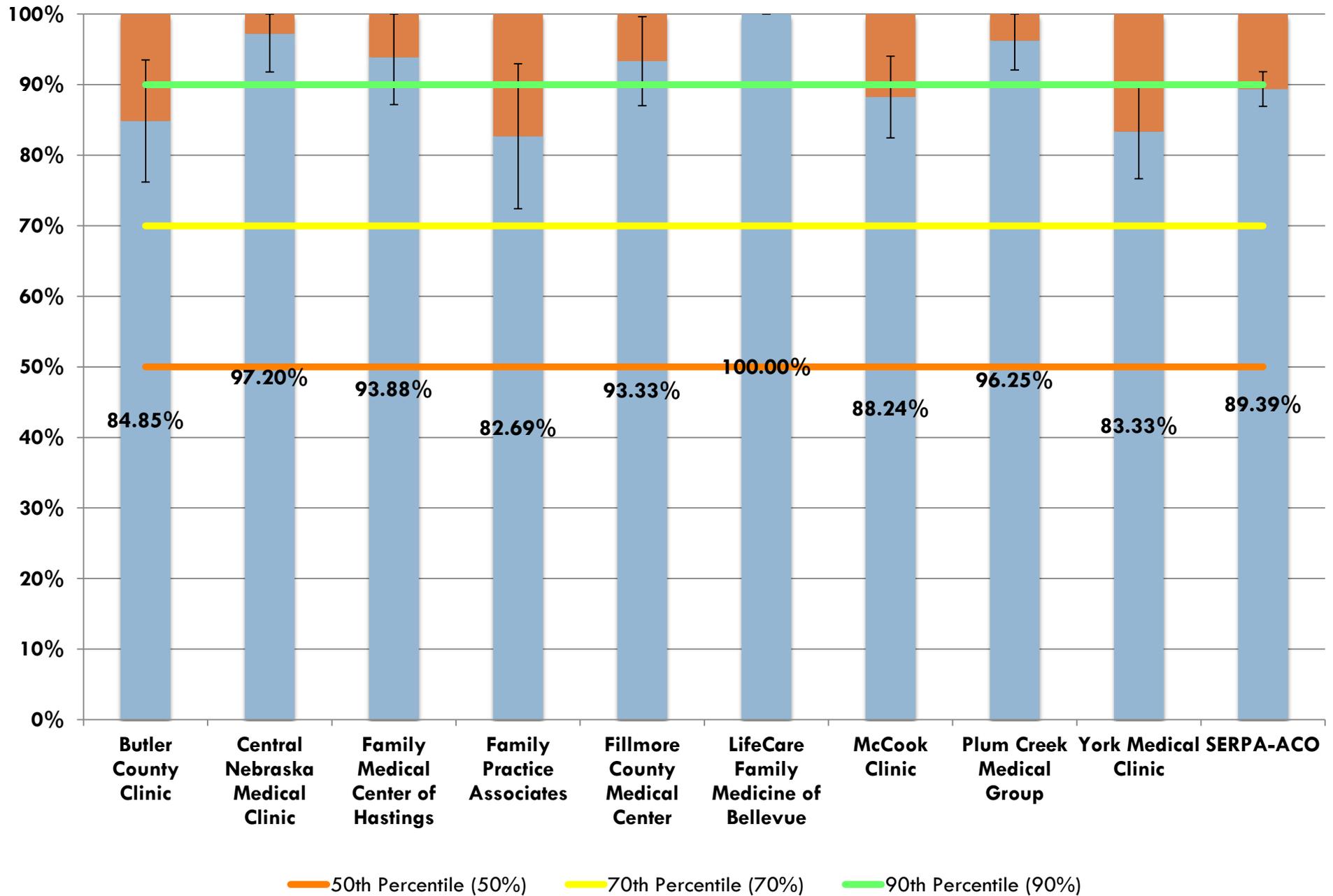


Measurable
improvements in
Quality and Patient
Outcomes

ACO 15 - Pneumovax

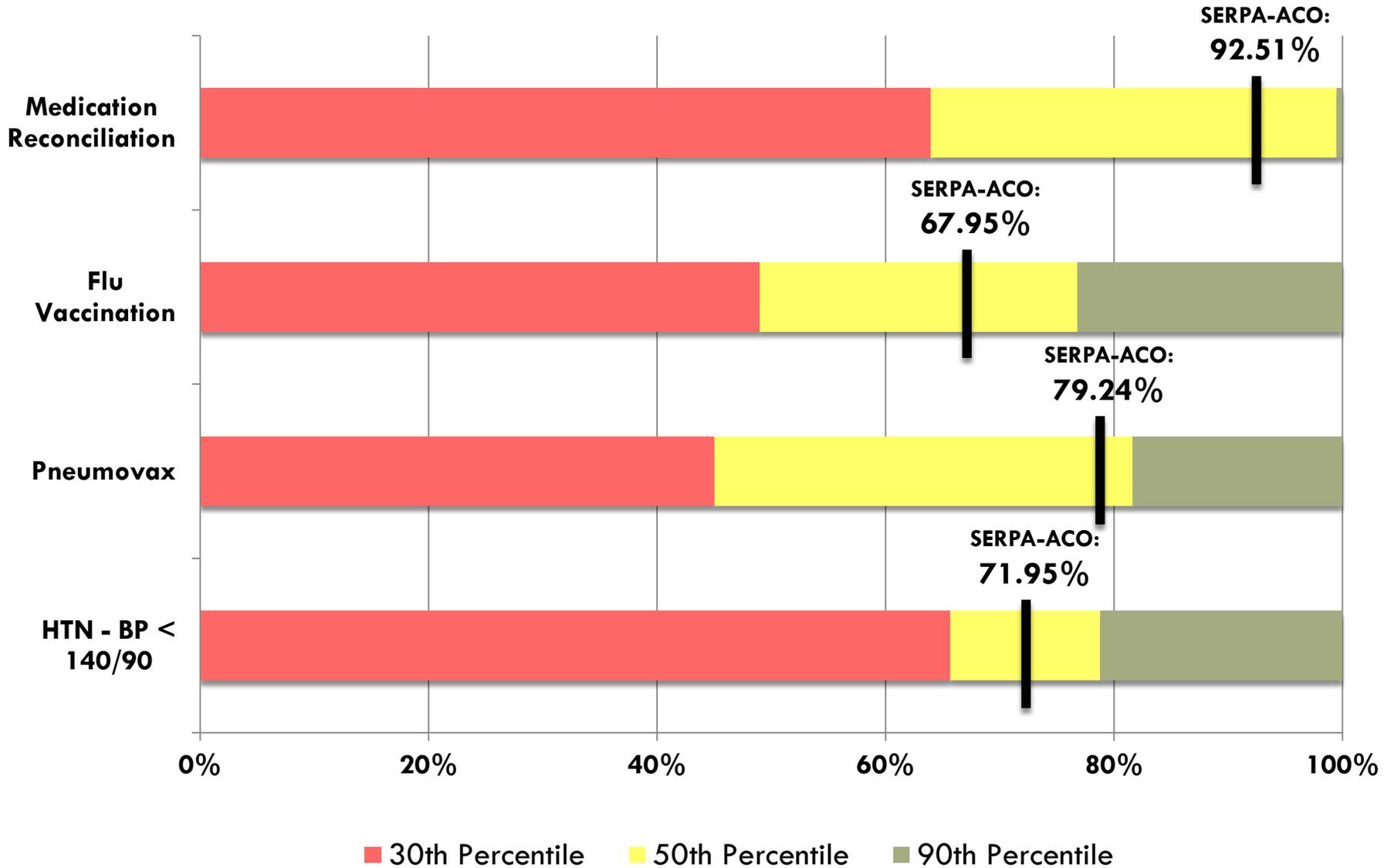


ACO 12 - Medication Reconciliation



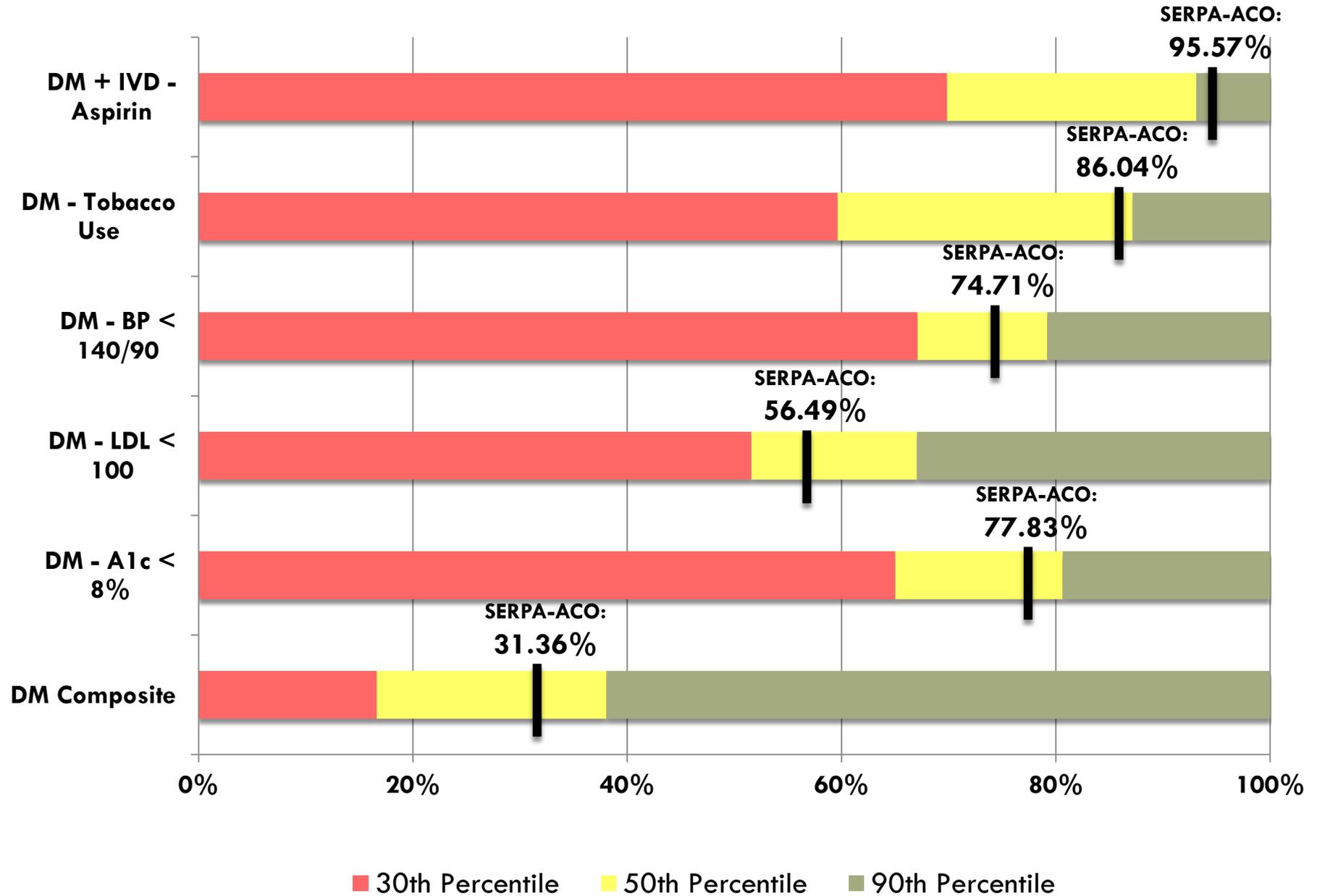
2013 GPRO Results

SERPA-ACO vs. All ACOs

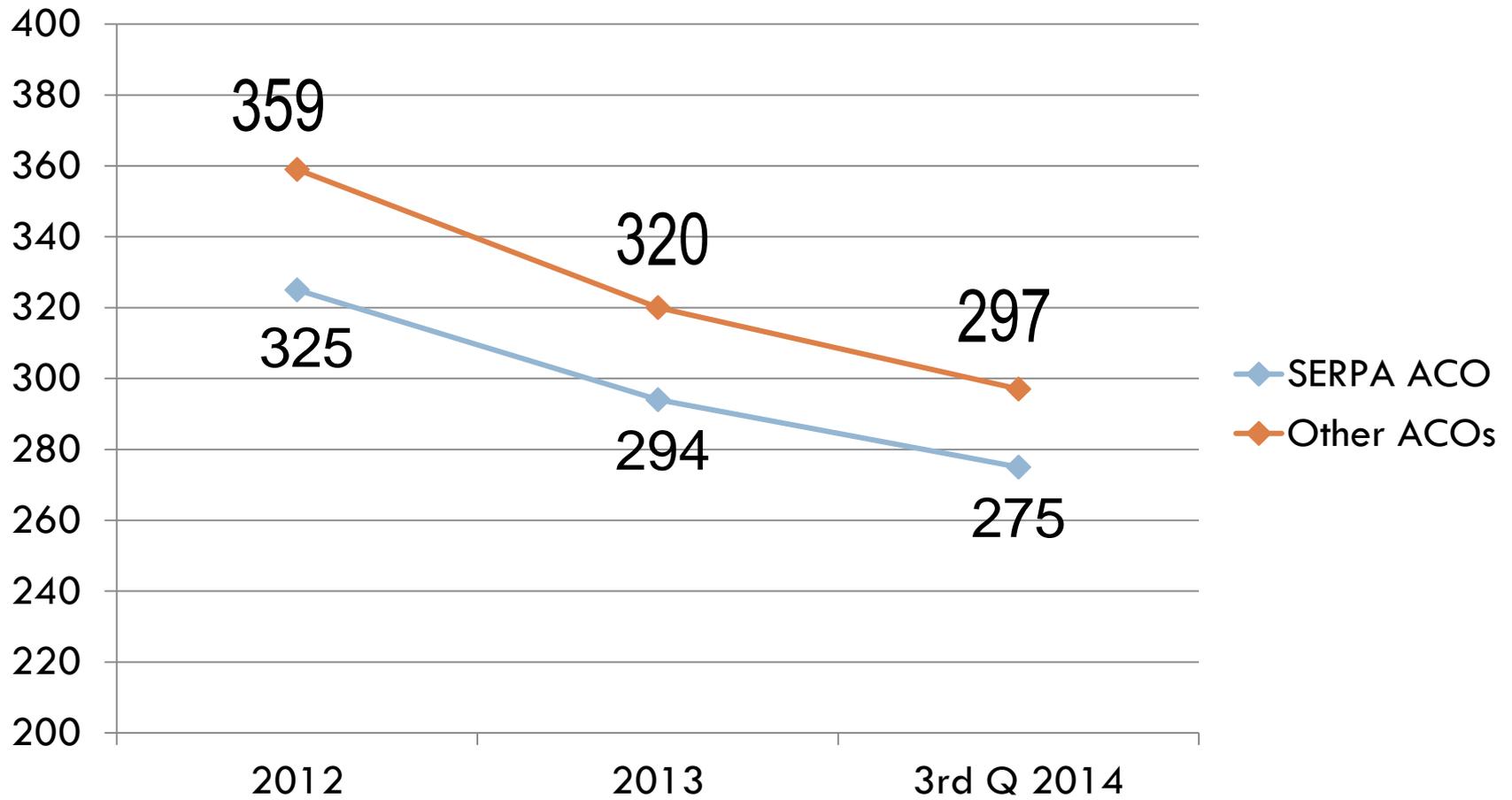


2013 GPRO Results

SERPA-ACO vs. All ACOs

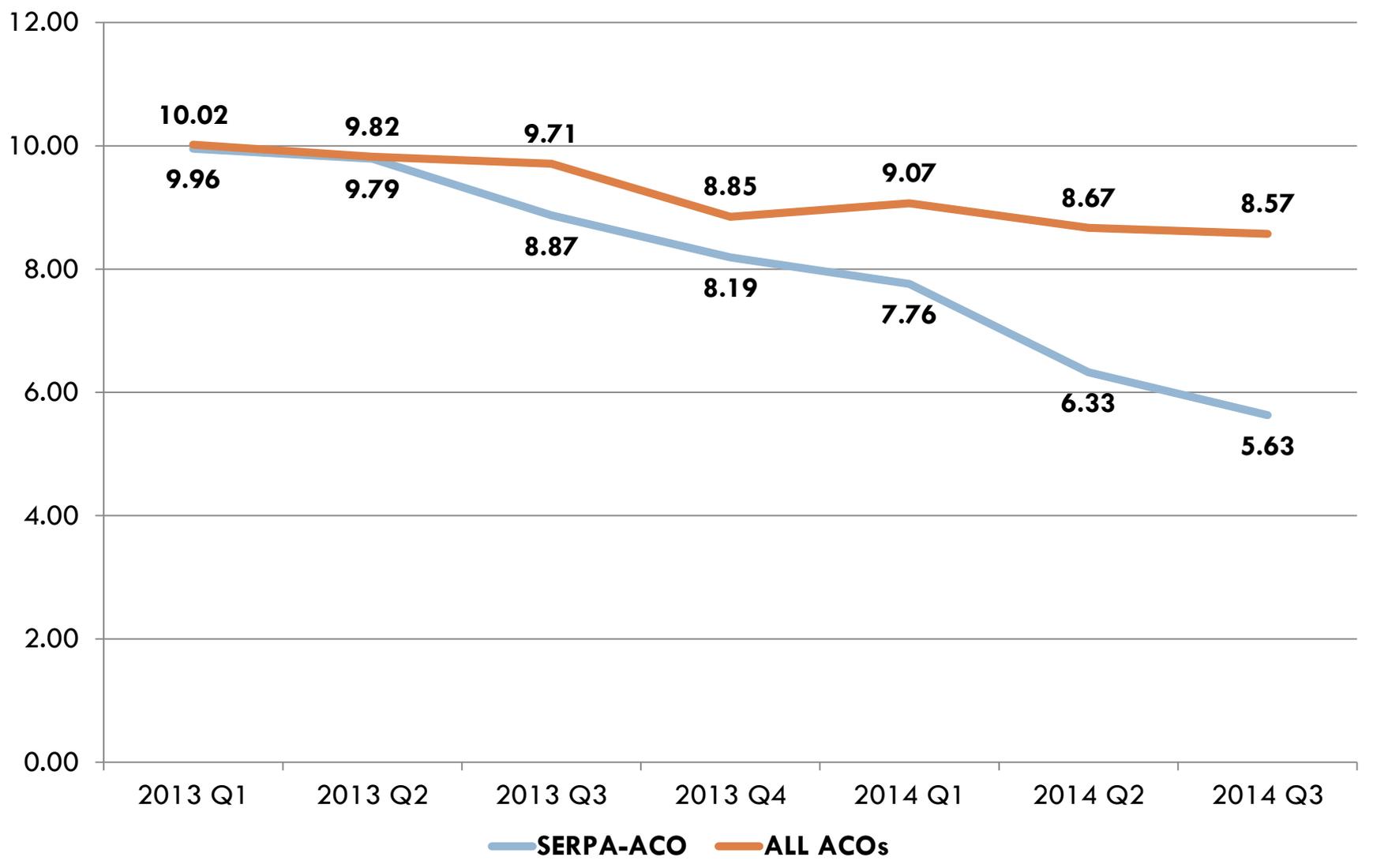


Medicare Hospitalizations/1,000



| <u>2014 Qtr 3 Utilization (Per 1,000 Person Years)</u> | SERPA | Others | |
|-----------------------------------------------------------|-------|--------|---------|
| Hospitalizations ⁸ | 275 | 297 | (22) |
| Emergency Department Visits | 477 | 671 | (194) |
| Emergency Department Visits That Lead To Hospitalizations | 53 | 214 | (161) |
| Computed Tomography (CT) Events | 454 | 664 | (210) |
| Magnetic Resonance Imaging (MRI) Events | 160 | 269 | (109) |
| Primary Care Services ⁹ | 8,302 | 9,531 | (1,229) |
| With a Primary Care Physician ¹⁰ | 4,681 | 3,991 | 690 |
| With a Specialist Physician ¹¹ | 2,433 | 4,481 | (2,048) |

Discharge Rates for COPD/Asthma Per 1,000 Beneficiaries



Challenges



- No Interest from several payers
- Critical Mass/Freeloading

Sustainability

- Assumption Overhead is \$4 PMPM

| Payers | Panel Size | PMPM Payment | Overhead | Profit/Loss Per Month |
|----------------|-------------------|---------------------|-----------------|------------------------------|
| Medicare | 2,500 | \$4 | \$4 | \$0 |
| Commercial 1 | 3,300 | \$7 | \$4 | \$9,900 |
| Commercial 2 | 2,300 | \$0 | \$4 | (\$9,200) |
| Medicaid MCO 1 | 1,000 | \$4 | \$4 | \$0 |
| Medicaid MCO 2 | 900 | \$0 | \$4 | (\$3,600) |
| Total | 10,000 | | | (\$2,900) |

Questions?

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SERPA ACO

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