

# INNOVATION CARE PARTNERS

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Hertel Report

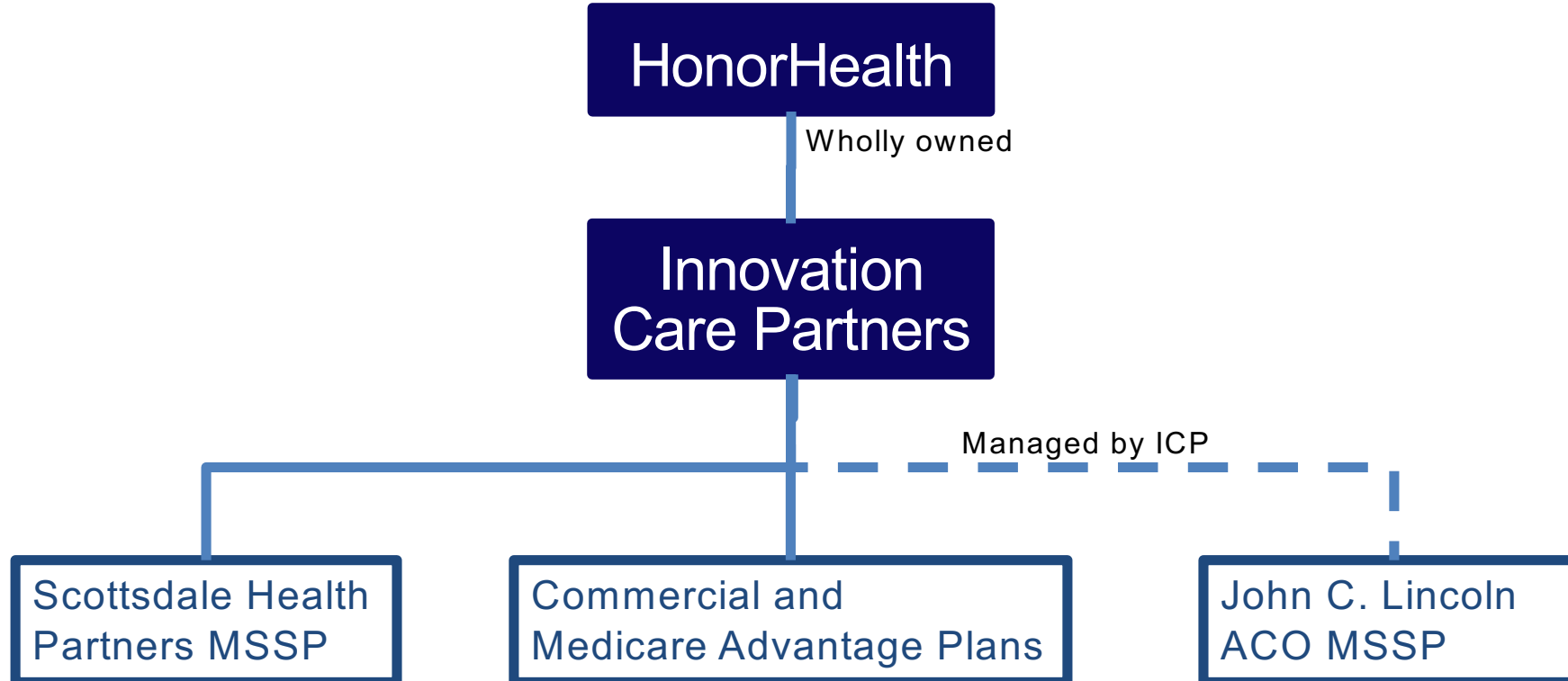
Summer State of the State

June, 2018

# What is Innovation Care Partners (ICP)?

## Clinical Integration (CI) and Accountable Care Organizations (ACO)

- CI - Legal mechanism that allows practices to remain independent but work together to provide coordinated quality care
- MSSP – Participant in CMS Medicare Shared Savings Program



# ICP Network



HONORHEALTH®

## Collaborating for Care

**290+**

primary care doctors

**1,300+**

specialists

**350+**

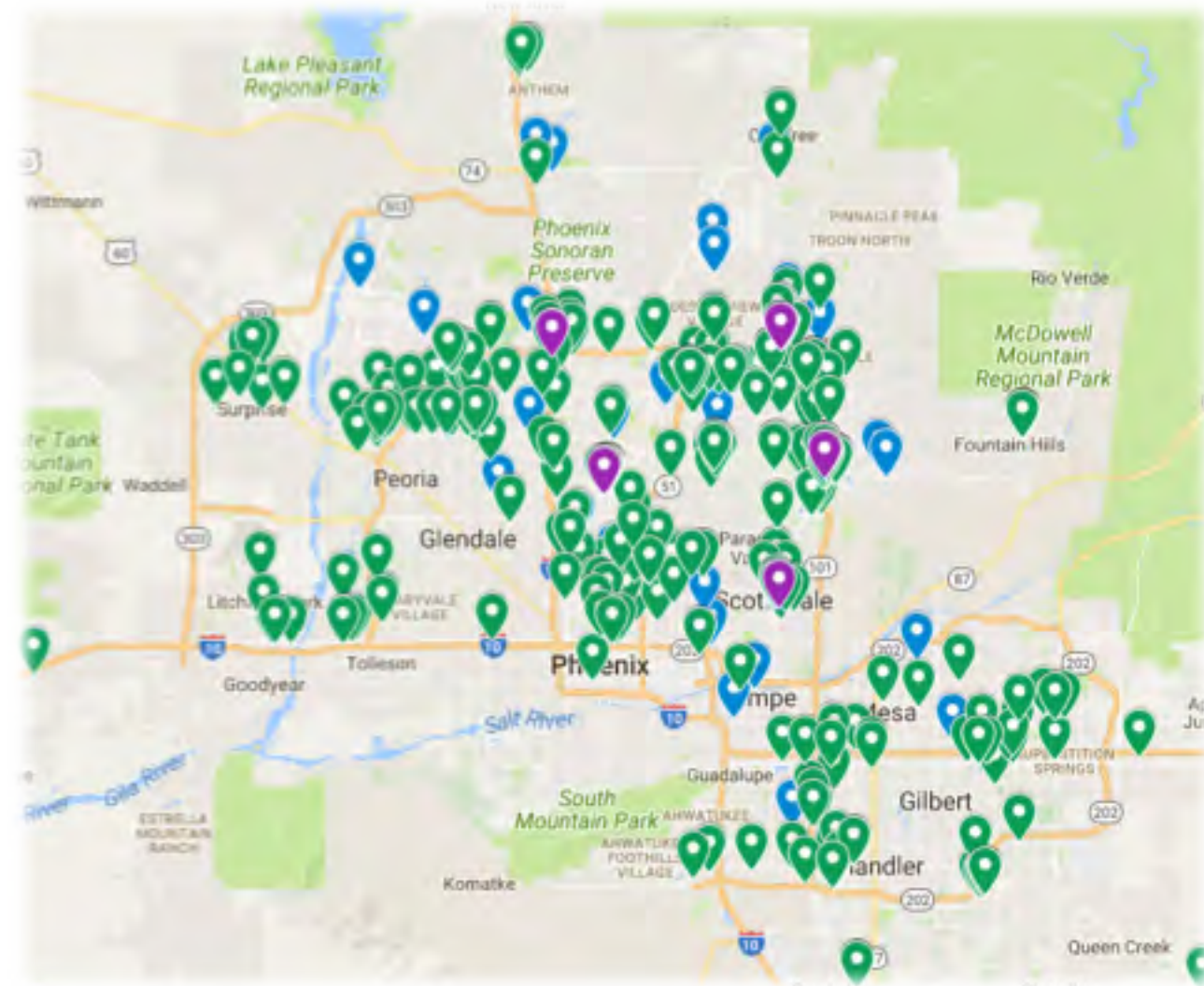
Physician offices

**5**

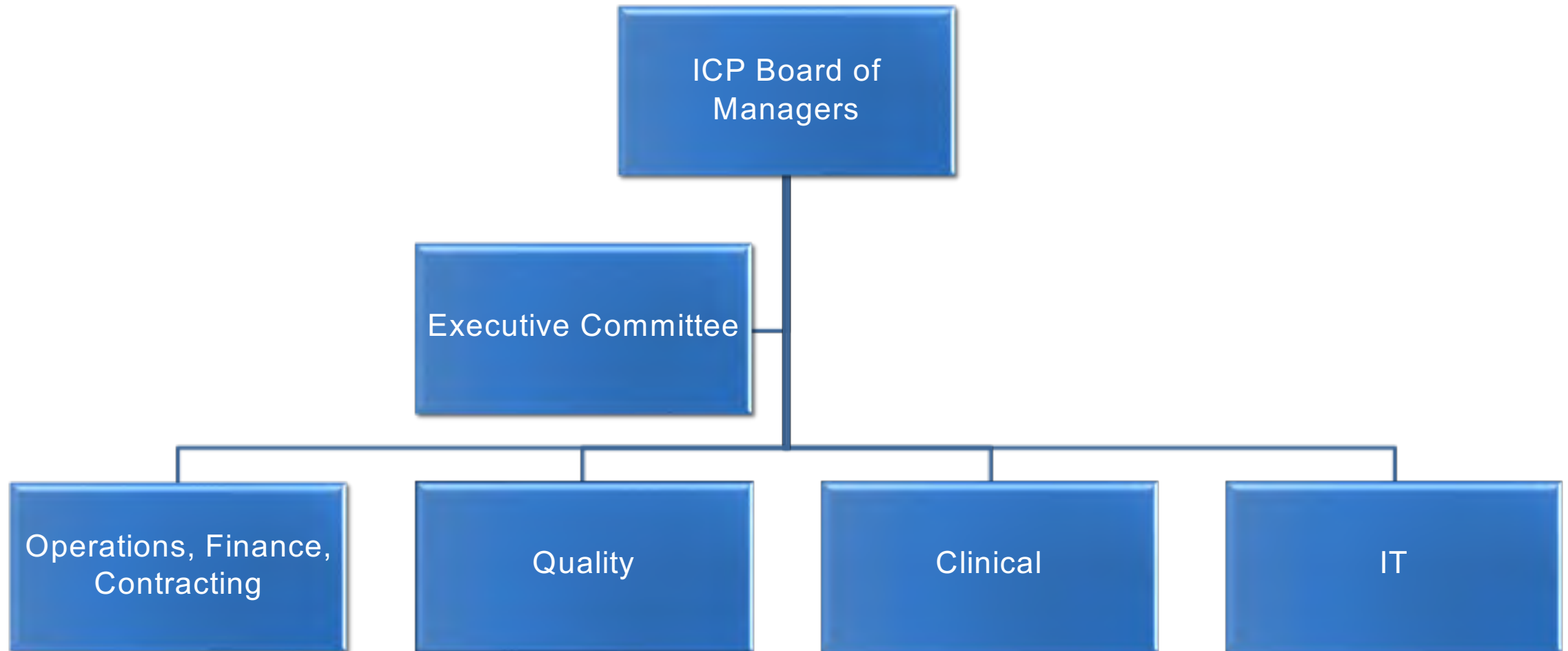
hospitals

**4**

urgent care centers

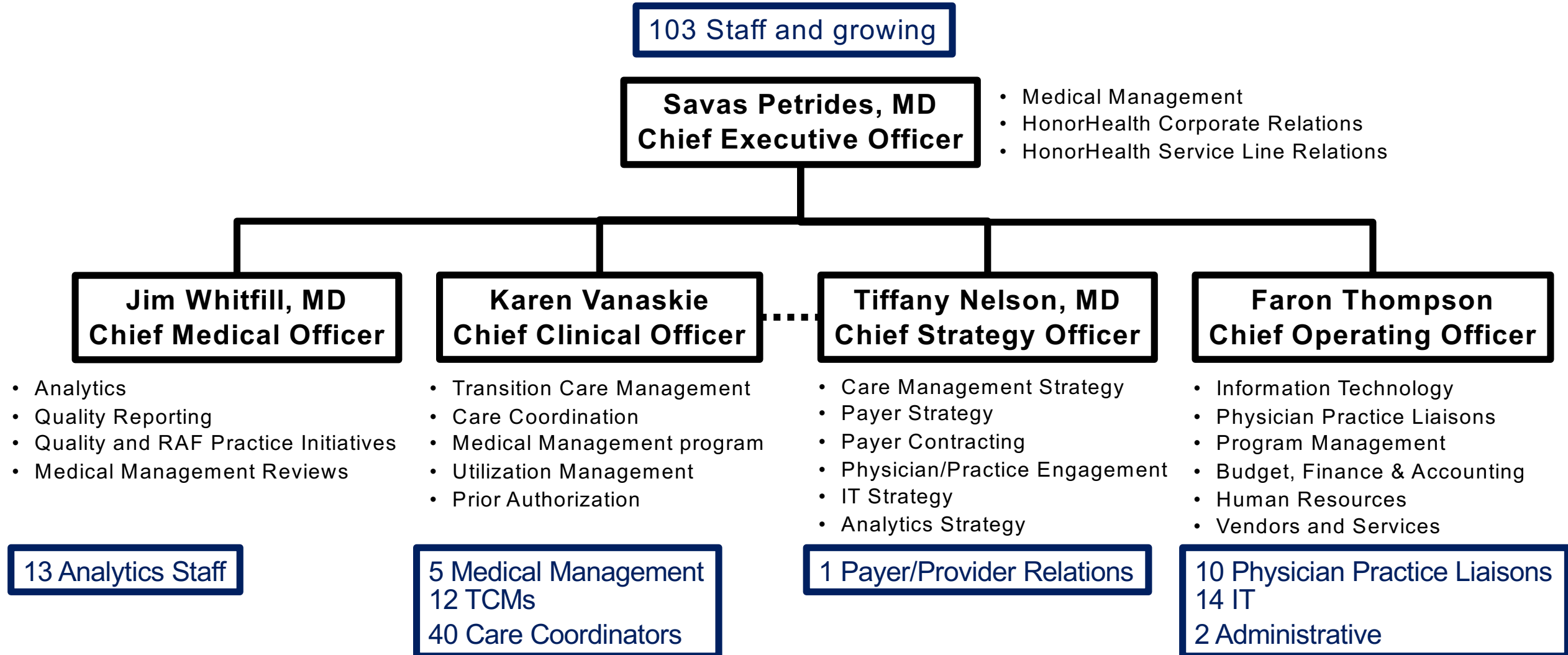


# Innovation Care Partners is Physician Driven



Over 90% of Committee Members are Physicians

# Organization Structure



## Covered Lives and Arrangements

- ICP serves approx. 100,000 patients in the Phoenix metropolitan area:

- SHP Medicare FFS (MSSP)
- JCL Medicare FFS (MSSP)
- Medicare Advantage ~ 20%
- Commercial ~ 30%

} ~50%

 HONORHEALTH™

 Humana

 Cigna

 ambetter.

 UnitedHealthcare®  
Medicare Solutions

- Contractual Arrangements

- Downside Risk
- Shared Savings
- Network Access

 BlueCross  
BlueShield  
of Arizona

 BLUE  
ADVANTAGE™

 Banner | aetna®

# Innovation Care Partners - What We Do

- 1. Engage Physicians**
- 2. Care Coordination and Transitional Care Management**
- 3. Improve access to data for clinicians**
- 4. Improve provider communications and coordination**
- 5. Manage the health of our population**

Leads to...

- Improved quality
- Reduced cost
- Improved patient satisfaction



# SHP MSSP Performance Highlights

SHP MSSP saved CMS money and earned shared savings for the 3<sup>rd</sup> year in a row

**2016 Saved \$18.7M**  **Earned \$8.9M**

- The first Arizona MSSP to earn revenue in 2014
- Only Arizona-based MSSP to earn revenue each year since inception (2014)
- The only Arizona-based MSSP that earned revenue for 2016
- Performed in the top 5% of MSSPs nationally in terms of total dollars received
- Had the highest savings rate in the country at 9% in 2016
- Scored 97 out of 100 for quality



# ICP Success History

- Consistently improved quality across all payer plans
- Expect to earn shared savings with 3 payers for PY 2017 for first time
- Multiple payers report ICP is “best in region”; exceed national benchmarks in many categories
- ICP Lifetime Revenue
  - \$20M Shared Savings
  - \$5.5M Care Management

# ICP Specific Challenges and Successes

Challenges	Successes
<ul style="list-style-type: none"> <li>Engaging physicians to understand what we do, adjust practice to align with ICP, and use our technologies</li> </ul>	<ul style="list-style-type: none"> <li>ICP All Member meetings have over 300 attendees</li> <li>Committee engagement is high</li> <li>PCP engagement is high</li> <li>3,000+ users on TigerConnect</li> <li>Over 90% of practices using electronic referrals and sending over 10,000 referrals per month</li> </ul>
<ul style="list-style-type: none"> <li>Embedding ICP Care Coordinator into PCP practice</li> </ul>	<ul style="list-style-type: none"> <li>50 embedded Care Coordinators</li> <li>Countless patient success stories</li> <li>Improvements in cost, physical status, mental status, depression, patient activation</li> </ul>

# ICP Specific Challenges and Successes

Challenges	Successes
<ul style="list-style-type: none"> <li>General technical capabilities of many clinical data sources and payer data sharing roadblocks and corporate complexity</li> </ul>	<ul style="list-style-type: none"> <li>Over 18,000 patient searches in ICP's private HIE per month</li> <li>Over 2 million patient records</li> <li>HonorHealth Epic integration</li> <li>Reference lab and Imaging data sources</li> <li>Controlled substance lookup</li> <li>Bidirectional data exchange with Health Current</li> <li>6 out of 9 plan claims data integrated to analytics platform</li> </ul>
<ul style="list-style-type: none"> <li>Get clinicians to communicate and coordinate about patient care</li> </ul>	<ul style="list-style-type: none"> <li>TigerConnect adoption</li> <li>3,000+ users</li> <li>80,000+ secure messages per month</li> </ul>