

What Does Value-Based Care Mean For You?

For decades, our fee-for-service reimbursement system has dramatically undervalued the services of Primary Care Physicians, but that's all about to change. Hidden within the Affordable Care Act and recent SGR-Fix legislation are a number of new programs designed to reward Primary Care Physicians for their role in promoting high quality, low cost care. Here are three ways in which Primary Care Physicians are already benefiting from these new programs.

1 | Dedicated reimbursement for effective coordination of patient care



ANNUAL WELLNESS VISITS

\$111 Each Visit on Average
\$65K Per Year on Average



TRANSITIONAL CARE MANAGEMENT VISITS

\$200 Each Visit
\$15K Per Year on Average



CHRONIC CARE MANAGEMENT

For **10%** of your highest risk patients
\$22K Per Year on Average

CMS now provides significant new reimbursement for Primary Care Physicians who provide consistent preventive care, manage their patients' chronic condition, and their transitions to and from hospital. Primary care practices with 600 Medicare beneficiaries that have integrated the new services have seen revenues increase from \$50-\$150K in the first year.

2 | New bonuses for high-performing physicians



VALUE-BASED MODIFIER

±\$6,653 Bonus
Depending on Performance



MEDICARE INCENTIVE-BASED PAYMENT

5% Bonus for Joining an Alternative Payment Model



MEDICAID PCMH

\$9600 in New Revenue Potential

Beginning in 2016, CMS is rewarding providers for the quality of care they provide. This includes a potential ±4% payment adjustment to providers based on their risk adjusted cost and quality scores. Beginning in 2019, those providers that choose to take part in an Advanced Payment Model will receive a 5% bump to their fee-for-service payments, yearly, until 2025. States are also beginning to incentivize physicians who provide quality care to their most vulnerable patients.

3 | The opportunity to share in big savings



MEDICARE SHARED SAVINGS TRACK 1

Up to **\$150,000** Per Year For The Average Practice



MEDICARE SHARED SAVINGS TRACK 2/3

Up to **\$220,000** Per Year For The Average PCP



COMMERCIAL ACOS

±5% Bonus Based on Performance

Since its launch in April 2012, the Medicare Shared Savings Program has already delivered millions of dollars in rewards to progressive Primary Care Physicians who have signed up to improve quality and reduce costs for their patient populations. The average primary care practice in a successful ACO has seen yearly revenues increase by \$150,000, and that number will only increase as ACOs increase in size, and scope.

Aledade can help your practice navigate the new health care economy. Contact us at outreach@aledade.com to learn more.