**To:** Family Choice Health Network (FCHN) PCPs and Specialists

**From:** Toan Q. Tran, President FCHN

**Re:** PCP & Specialty Forum Meeting Minutes

**Date:** October 1, 2018

FCHN held a joint PCP & Specialist forum on September 24, 2019. This business meeting included presentations by Dr. Toan Tran, President, Dr. Alan Tran, Specialist Board Member, Jordan Hall, Executive consultant to the FCHN ACO, Dr. Jeffrey Ho, Pain Management and Dr. Lowell Gordon, Medical Director. Dr. Toan Tran recounted another successful year for FCHN. He made the following points:

* FCHN ACO will be receiving a significant shared savings check from CMS for CY 2018, the ACO’s first full year of operations. Savings was achieved primarily through outpatient Care Coordination using CMS’ Chronic Care Management (CCM) benefit which allows CMS to be billed monthly for Care Coordination activities performed on behalf of ACO beneficiaries. Looking forward, the ACO Board will be emphasizing reducing inpatient expenses through implementation of a Transition of Care model that will focus on diverting unnecessary inpatient stays to lower acuity environments
* Rate reductions from CalOptima will continue to affect the organization’s ability to share savings with the physician network. For CY 2019 savings, which will be distributed in the next couple of weeks and again in the Spring of 2020, will be robust but rate cuts that went into effect on July 1, 2019 will make future distributions uncertain.

Jordan Hall provided a 2018 and 2019 overview of both quality and cost performance. He focused on ACO operations, the inclusion of the CCM program and new 2019 inhouse billing for CCM Activities to date include:

         In 2019, there were 261 participating physicians in the ACO, an increase of almost 80 from 2018.

Largely increasing PCP recruitment.

         The CCM program is generating almost 300 superbills per month for care coordination activities and

continues to add additional practice and ACO revenue to support care management programs.

         Due to the popularity of the CCM program, FCHN will begin CCM billing for providers and starting

Q4 2019 will charge 45% of paid claims for providing CCM to beneficiaries and billing CMS

         Future ACO payments from CMS will be reduced if 10 Quality Measures are not met

Dr. Gordon focused on IPA activities including:

* Risk Adjustment Factor (RAF): Medicare Advantage members require attention to thorough and layered ICD-10 coding for chronic conditions. Specialists encounter notes serve as the basis for the PCP record to have the most complete list of chronic conditions
* Compared to other groups, FCHN are likely not coding the following conditions with enough attention to detail: Dementia; Hepatitis; CHF; COPD, Vascular Disease; Malnutrition
* HEDIS is equally important for maximizing revenue; PCPs were reminded that CapConnect has data on which Medi-Cal members are missing preventive care screenings

Dr. Ho, Pain Management Specialist presented tips on proper use of opioids; his powerpoint slides can be found on the Familychoice.com website. Highlights include:

* Tramadol is in under-used medication as an alternative to opioids
* Patients on greater than 90 Morphine equivalents need, by law, to be counseled about Naloxone by all providers involved in the patient’s care, even if not the opioid prescriber
* Prescribing both opioids and benzodiazepines for patients is not viewed as appropriate medication management

Dr. Alan Tran explained his role as liaison to the Specialist community and elaborated on the following:

* Direct Referral: this initiative, designed to promote access, needs to be explained carefully to patients by their PCP; if specialists have time, they will do office procedures during the initial visit but that shouldn’t be set as an expectation
* Standard Rates: Accepting specialty-based rates and aligning with payor source i.e. Medicare for senior and Commercial and Medi-Cal rates for CalOptima demonstrates participation in group risk and makes Specialists eligible for participation in the risk pools.

FCHN wants to thank the PCPs & Specialists for their continued support, loyalty and for the excellent care provided to our Members and Beneficiaries and for making the year a great success!!