

AWV Learning Lab

February 15, 2024 2:00 pm to 3:30 pm ET

Learning Lab Documents



- Agenda
- Learning Lab Note Template used to add takeaway information for future use
- Presentations by Member ACOs
- Meeting recordings and documents found on Learning Lab under Education & Events on the NAACOS website.

Housekeeping Items



- The learning lab is meant to be a classroom type of setting
- We request that participants be on camera whenever possible. This helps keep you engaged in the meeting material and place faces with names of participants.
- Questions are not only welcomed, but they are also imperative to enhance everyone's learning experience.
- We may call on you at any time for your opinion on the current topic of discussion
- Please mute your microphone when not speaking and unmute when speaking.
- Please add your First and Last Name to Zoom.

Agenda



AGENDA

Annual Wellness Visit (AWV) Learning Lab Virtual Series February 15, 2024 2:00 pm – 3:30 pm

Location: Zoom Meeting **Sent to participants**

		Speakers
2:00 pm – 2:10 pm	Learning Lab Opening Introduction	Melody Danko-Holsomback, NAACOS
2:15 pm – 3:15pm	AWV Data Management <u>For</u> Care and Quality Reporting	Karen Shakiba, Program Director and Ly Mettlach, Lead Data Analytics Analyst, for the BJC HealthCare ACO Morgan Powers, VP of Business Intelligence and Analytics and Founding Member, Think ACO
3:15pm – 3:25 pm	Q and A	Attendee participation
3:25 pm - 3:30 pm	Adjourn	Melody Danko-Holsomback







Morgan Power – Mr. Power is one of the original founding members of Think Whole Person Healthcare and is a third-generation pharmacist. He holds a B.A. (mod) in Chemistry and a B.Sc. Pharm. from Trinity College Dublin and the University of Portsmouth, where he achieved university colors. He operated the family pharmacy growing it to be the largest dispensing pharmacy in the Republic of Ireland, achieved in part through the expert use of Robotics. Mr. Power started a Pharmaceutical Wholesaler, acted as a consultant to Pharmacies and the Pharma industry, he was appointed as Chair of the Pharmacy Contractor Committee of the Irish Pharmacy Union, 2010-2014, and was the chief negotiator for the profession of Pharmacy in the Republic of Ireland in negotiations with the Government. During that time, he had cause to research, payment models internationally, around products and services, in Fee-for-Service and Outcome (Value Based) driven models for both Medical and Pharmacist services.

In Think, he acted as Director of Pharmacy and transitioned to VP of Business Intelligence and Analytics. His work was focused on supporting the ACO and operations. He was recruited to a parent company of Think, Clarkson Regional Health Services and continues to assist ACOs in the region with Data, Insight and Value Based Care issues.



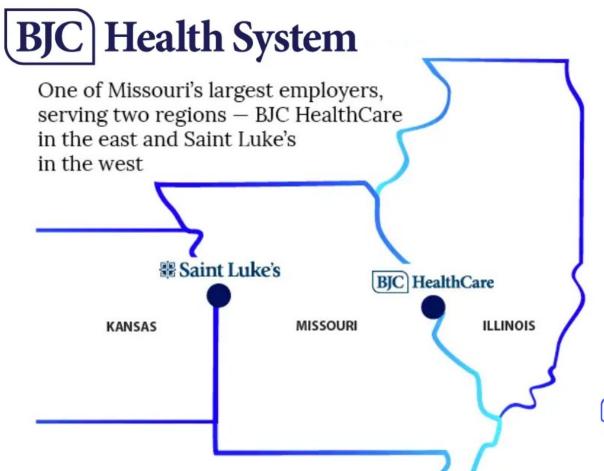
BJC | Accountable Care Organization



Karen Shakiba is Program Director for the BJC HealthCare ACO. She works with ACO clinical leadership to align technology with care delivery solutions. She has over 25 years experience in HealthCare IT with an emphasis in data management, reporting and analytics. She is a certified PMP and Agile practitioner. Karen has extensive experience with the implementation and integration of population health analytic vended solutions including, Milliman MedInsight, IBM Watson Health, and Arcadia platforms.



Ly Mettlach is Lead Data Analytics Analyst for the BJC HealthCare ACO. She manages a reporting and analytics team to provision data solutions, design analytic models, evaluate clinical program effectiveness, and deliver reporting packages for leadership and clinical partners. She has been with BJC for over 7 years and has over 12 years experience in healthcare analytics and reporting. Ly has a Master Degree in Mathematics and Statistics, and an undergraduate degree in Mathematics and Physics.



#1-3

Top three hospitals in Missouri, according to U.S. News & World Report

250+

Clinics and service centers meeting patients where they need us



HELLO

I AM BJC ACO

AN ACCOUNTABLE CARE ORGANIZATION

WITH

34,393 **BENEFICIARIES**

AND

900+

PRIMARY CARE AND SPECIALTY **PROVIDERS**

SERVING BENEFICIARIES

TOTALING 113,350

SINCE INCEPTION

IN 2012





2,370





AVERAGE AGE

% of BENEFICIARIES WITH CHRONIC DISEASE

HYPERTENSION 32%

OBESITY

DIABETES

COPD

ESRD

CHF

74

9%

22%

9%

3%

12%



161

PHYSICIAN **PRACTICES** **57% PCPs**





26



AFFILIATES

ACHIEVED QUALITY SCORE OF 86.30% IN 2022



2012 2013 2014 30,073 39,552 38,709 39,262 40,551 34,393

BJC HealthCare ACO

- Enhanced track
- Initial agreement 2012
- Missouri and Illinois
- Urban, suburban and rural
- Health System Led
- ~900 providers
- ~35,000 beneficiaries
- 98% of providers are on a single EHR

Background

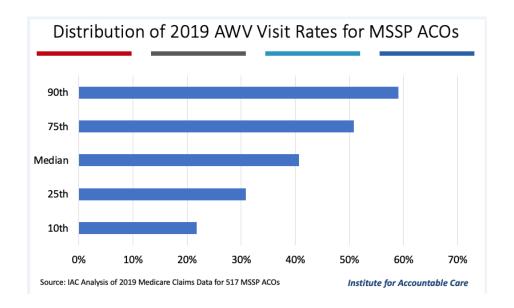
Annual Wellness Visits (AWVs) are critical to success of MSSP ACOs

 Our AWV rates remained below 45% despite efforts to encourage practices and providers to utilize

We made increasing AWV rates a top priority for 2019

Aim

Increase AWV rates to >50% for 2019



Interventions

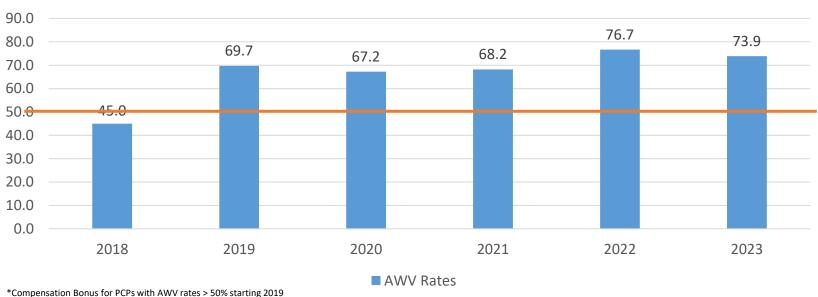
- Monthly Patient Lists for Practices (with AWV due dates)
- Proactive scheduling; converting other appointment types
- C-SNAP access for offices
- EMR Tracking
- AWV Tracking Dashboard
- Compensation Bonus for PCPs with AWV rates > 50%

Interventions

- New Epic AWV note templates
- BJC AWV Written Patient Communication
- Simplified HRA Questionnaire sent out pre visit
- Best-Practice AWV Workflow
- Webinars for Office Staff
- In-Person Meetings with PCPs

Results

AWV Rates



Reporting and Analytics Process

Compile data from various sources

Combine, organize, clean and analyze data – SQL

Testing and validate data

Output the data into Excel workbook Run Excel Macro to create patient list for each practice

Create/Update Tableau Dashboard Run excel Macro to email each patient list to appropriate contacts Run excel Macro each Region their provider list with AWV / Wellness rates

Data Sources

Eligibility Data

MSSP – CMS **CCLF Files**

MA – Eligibility files from MA plans

Attributed Providers

EPIC PCP

Attributed PCP from plan

Provider Data

Internal BJC Medical Group **Provider List**

EPIC Data

Billing Data

Scheduling Data

Claims Data

MSSP – CMS **CCLF Files**

MA – Claims files from MA plans

Eligibility Data

- MSSP CCLF8 and BNEX
- Medicare Advantage Eligibility from Plan Payer
- Both data sources are combined and loaded into the BJC-ACO database
- MSSP Patients:
 - Prospective Assignment
 - Patient list created at the beginning and remain the same all year.
 - Monthly updates to exclude patients who are deceased, termed, or excluded by CMS
- MA Patients are refreshed monthly based on eligibility

EPIC Data

- Billing Data last wellness visit date through the end of previous month
- Scheduling Data next appointment with PCP, next appointment with PCP Department, all appointments for next 12 months

Attributed PCP Information

- Obtain the PCP listed in EPIC for each patient
- If missing EPIC PCP, obtain PCP listed with the plan

Provider Data

- Internal BJC Medical Group provider list
 - Providers' current status (Current, Termed)
 - Providers' current Practice, Region, Specialty, Classification

Claims Data

- MSSP CCLF5
- Medicare Advantage Claims Data from Plan Payer
- Both data sources are combined and loaded into the BJC-ACO database
- Search for latest claim with AWV / Wellness HCPCS codes for each patient

Combine, organize, clean and analyze data – SQL

Preparing Patient List and PCPs

- Start with list of eligible patients from Eligibility data
- Join to Attributed Provider data to determine PCP
- Join to BJC Medical Group Provider to obtain PCP's status, practice name, region, specialty, and classification

Combine, organize, clean and analyze data – SQL

Determine AWV Status

- Join patient list to the Billing data from EPIC and Claims data to determine the last wellness visit date.
 - If last AWV / Wellness date is within this year, status = "AWV / Wellness Completed"
 - If not, determine the date to be eligible for AWV / Wellness visit
- Join to EPIC Scheduling data for future appointments
 - If AWV / Wellness visit scheduled in the current year and on or after AWV / Wellness eligible date in the current year, status = "AWV / Wellness Visit Scheduled"
 - If appointment(s) scheduled with the PCP or the PCP department on or after AWV / Wellness eligible date in the current year, but not AWV / Wellness visit, status = "Non AWV / Wellness Visit Scheduled"
 - If no appointment scheduled with PCP or PCP department on or after AWV / Wellness eligible date in the year, status = "Need to Schedule"

Testing and Validating Output from SQL Query

 SQL query to ensure output data captures the appropriate last AWV / Wellness visit dates and the next PCP appointment dates

• Excel workbook to check providers' status is accurate, and the changes in panel sizes and patient status are appropriate

Output the data into Excel workbook

Output from SQL query is placed into an Excel workbook

LastAWVDate ▼ ExclusionFlag ▼	LastAWVCode 🔻	DateEligibleForNextAWV	NextApptDate 🔻 E	EligInCMS 🔻 StudyID 🗸	Payor 🔻	Wellnes Status	Wellnes Count 🔻
2/16/2023 N	G0439	2/17/2024	1/3/2024 Y	AWV	CMS	AWV Completed	1
12/29/2022 N	G0439	Due Now	1/2/2024 Y	AWV	CMS	Need to Schedule	0
3/1/2022 N	99396	Due Now	12/21/2023 Y	AWV	CMS	Visit with PCP Depar	1 0

 Created / Refresh all pivot tables in the workbook to reflect the updated data

Practice	→ Region 🔻	Panel Size	Practice Name	☐ Email Count	Title	▼ Name	▼ Email ▼
Alton MultiSpecialty Physicians	AMH	984	Alton MultiSpecialty Physicians	1	■ Practice Manager		
Barnes West Medical Consultants	BJWC	1578	Barnes West Medical Consultants	2			
BJC Concierge Care	BJWC	296	BJC Concierge Care	1	■ RPA		
BJC Medical Group Columbia IL	МНВ	315	BJC Medical Group Bourbon Clinic	1			

Run Excel Macros to create patient lists

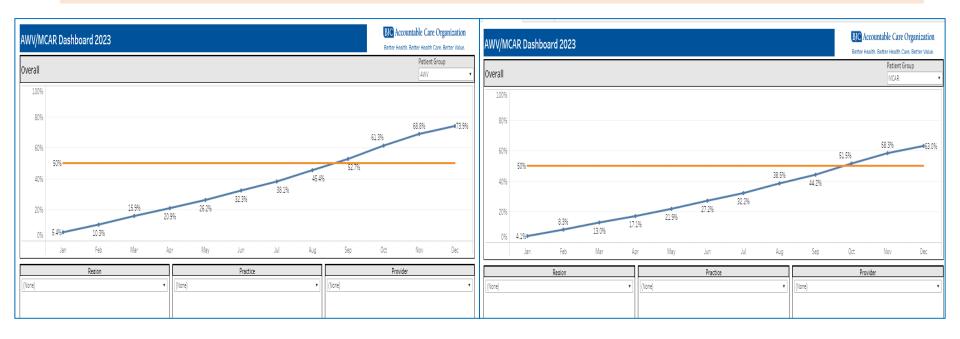
 Macro to create patient lists for each practice. Each file consist of: MSSP Patient List, MA Patient List, and Overall Counts and Percentages for MSSP AWV and MA Wellness

Wellnes Status	PCP Last Name PCP First Name	Last Name	First Name	MBI EPIC	MRN Birth Date	AWV In Last	12 Months	Last AWV Date Last AWV Code	Date Eligible For Next AWV	New Patient Next Appt D
AWV Completed						č.		9/13/2023 G0439	9/13/2024 1	N
AWV Completed					1	r.		11/7/2023 G0439	11/7/2024 1	N 5/8/2
AWV Completed						r		7/5/2023 G0439	7/5/2024 1	N 1/9/2
AWV Completed						Ž.		9/22/2023 G0439	9/22/2024 1	N
AWV Completed					1	r		2/2/2023 G0439	2/3/2024 1	N
AWV Completed					1	ľ		11/29/2023 G0439	11/29/2024	N
AWV Completed					1	ľ		12/1/2023 G0439	12/1/2024	N .
AWV Completed						Ĭ.		6/16/2023 G0439	6/16/2024 N	N 12/20/2
MCAR Status	PCP Last Name PCP Fir	st Name	LastName	FirstName	EPIC MRN	DOB	Payor	Last Wellness Visit Date	Last Wellness Code 1	Next PCP Appt Dat
Annual Visit Completed							Anthem	8/10/2023	99395	
Annual Visit Completed							Anthem	12/5/2023	99396	
Annual Visit Completed							Anthem	5/22/2023	99396	
Annual Visit Completed							Essence	6/12/2023	99397	

AW	V Stats		MCAR Stats			
AWV Status	Patient Count	%	MCAR Status	Patient Count	%	
AWV Completed	879	77.65%	Annual Visit Completed	834	71.59%	
AWV Visit Scheduled	50	4.42%	Annual Visit Scheduled	27	2.32%	
Non AWV Visit Scheduled	53	4.68%	Non Annual Visit Scheduled	20	1.72%	
Need to Schedule	150	13.25%	Need to Schedule	284	24.38%	
Grand Total	1,132	100.00%	Grand Total	1,165	100.00%	

Refresh the Tableau Dashboard

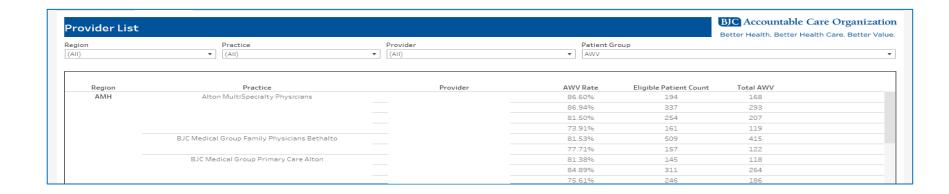
Overall AWV / Wellness Rate



Refresh the Tableau Dashboard

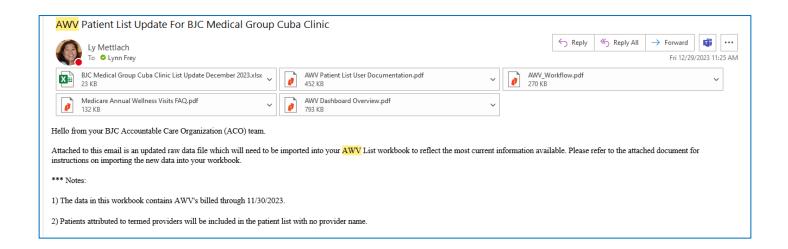
AWV / Wellness Rates By Provider

Only include PCPs with 50 or more attributed patients



Run Excel Macros to email patient lists out

Macro to email each patient list to the corresponding practice contacts.
 Each email includes the patient list for the practice and user guides



Run Excel Macros to email providers AWV rates out

- Macro to email each region their list of providers with patient panel size and AWV Rates
- Only include PCPs with 50 or more attributed patients

Provider Name	AWV Rate	Patient Panel
	79.59%	338
	76.80%	194
	76.58%	521
	75.39%	256
	70.32%	310
	66.67%	162
	66.40%	247
	66.30%	92
	63.53%	510
	60.32%	126
	59.24%	157
	58.90%	146
	53.26%	291

Lessons Learned

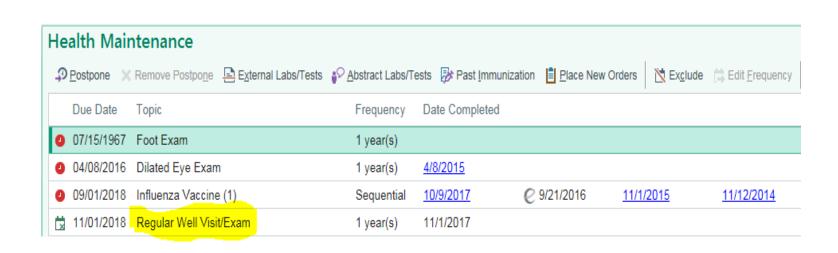
- Significant improvement in AWV rates
- Multiple areas of intervention
- Engaging office staff is key
- Increase has been sustainable
- Currently evaluating impact on utilization and quality
- Using AWV as framework for other QI efforts

BJC Accountable Care Organization

Karen Shakiba
Program Director Data & Analytics
BJC HealthCare ACO
karen.shakiba@bjc.org

Ly Mettlach
Lead Data Analytics Analyst
BJC HealthCare ACO
ly.mettlach@bjc.org

Questions?





Taking Charge of Your Health Has Never Been Simpler

What is an Annual Wellness Visit?

An annual wellness visit is a preventative check-up that is a dedicated time for physicians and patients to discuss procedures, immunizations, and health screenings that you need to remain healthy. This visit is highly recommended by the American Medical Association, and preventative care screenings are covered by most insurances. There is an exception however of any older, existing plans grandfathered in that do not have to cover in full for these services.

What is usually included in a Medicare Annual Wellness Visit?

- · A conversation about your medical and family history
- Measurement of height, weight, body mass index, blood pressure and other measurements as deemed appropriate by the medical/family history
- Establishment of a list of current providers who are involved in your medical care
- · Review of potential risk factors for depression
- Establishment of a written screening schedule, such as a checklist for the next five to 10 years

What is not included in a Medicare Annual Wellness Visit?

A Medicare Annual Wellness Visit is not necessarily a complete physical*, and it does typically not include:

- Medication refills
- Problem visits
- Testina
- Medical treatment

If you require medication refills or have other health issues that need to be addressed, we may suggest that you make an appointment for these conditions and schedule your Annual Wellness Visit at another time. Or if we schedule both for the same day, then you will be charged for the problem visit or other office visit service. This is a different service and is billed to your health plan in addition to the preventative services on that day, if you have a co-payment for office visits, coinsurance or deductible amounts that you must pay before your health plan pays for these services, these would apply.

*Medicare patients who are new to the insurance (6 months or less) are allowed a one-time Welcome to Medicare (IPPE) exam. This exam is more comprehensive and includes several types of tests.

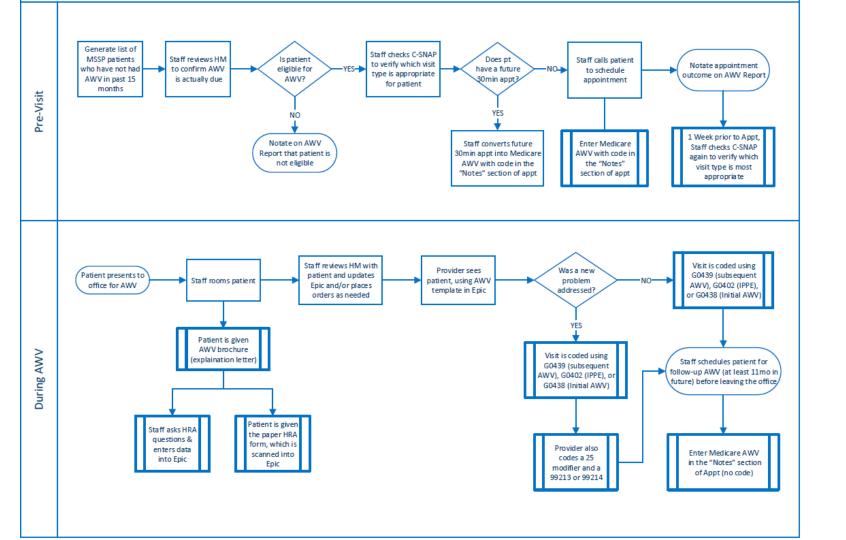
When should I schedule a Medicare Annual Wellness Visit?

We recommend that you contact your physician early in the year to schedule this visit. It's important to start out the year on the right foot with healthy habits, and your physician can help you live your best possible life.

If you have any additional questions about preventative care or annual wellness visits, please talk to your physician or physician's office.



Value.







Who are Transforming Healthcare?

A Clarkson Regional Health Services Company

We

- *Are the management company of Think*
- Focus on Insight and actionable data
- Have Data and Analytic functions
- Have helped other ACOs in our Region





AWVs – Datasets



Integrating EHR, Practice Management and ACO Claims

Think's Practice Management System runs an eligibility check the day before a patient's appointment.

Traditional Medicare responses include Chronic Condition Special Needs Plan (C-SNP) Data – the first date one or more of the AWV codes would be paid.

MA responses don't include this C-SNP data.

EHR Typical Issues

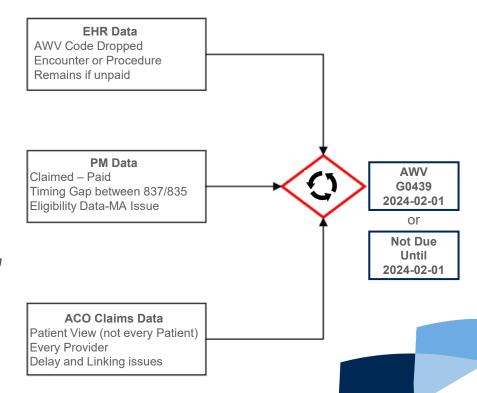
- Correct Code
- *Billing early*
- *Unpaid visits remain*

PM Typical Issues

- Timing Gap between Office Visit and Paid Adjudicated Claim
- Future Visits Appointment Types

ACO Claims Data

• Did the Patient have an AWV in the Year elsewhere?





AWV – Results

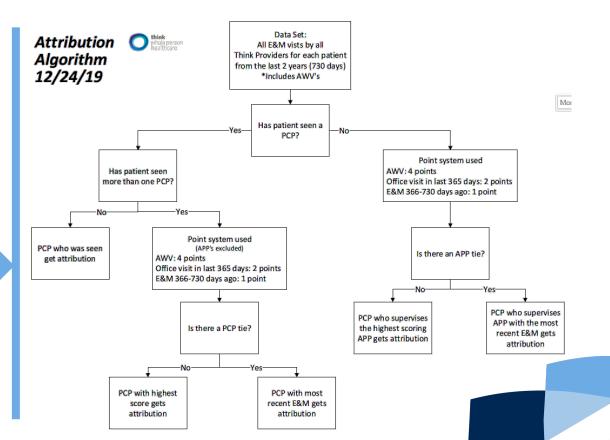


Denominator

Traditional Medicare
Medicare Advantage
Active Patients (Primary Care, seen in last 2 years)
Voluntary attributed
Under 65..?
In Hospice..?

Numerator

Completed but not Paid / Yet "Not my Patient"





AWV Results - Issues



❖ Omaha has Low penetration of MA ~33%, High % of Traditional Medicare

(Nationally 51% in 2023)

❖ High Attribution Rate in ACOs ~58%

(the largest ACO has prospective Attribution)

- ❖ AWVs help with attribution, but it is a competitive market.
- ❖ We have seen little correlation between AWVs and Quality scores
- ❖ We have seen a Δ of ~\$2,000 in total cost between those with an AWV and those without.

(Those without being the more costly cohort, this correlation is probably not causative)

We try to book next appointments during the visit, but haven't found the secret to Patient engagement with Text / Emails/ Calls

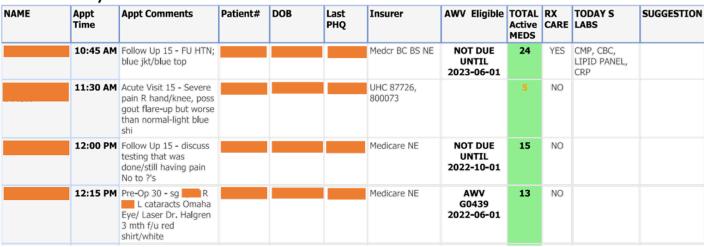


Evolution of Provider Tools



Huddles

PCP Daily Huddle v2



Fact based suggestions, BMI, CKD / GFR, Polypharmacy- Age etc

KEY:

AWV Eligible = CPT Code and First Date eligible to be Paid, based on CSNAP or Last Paid to Think Total Active Meds:

Number = Total Active Med Count in Chart

Font Color: Number of Controlled Meds: Black = 0, Orange = 1, Red = More than 1

Background Color: 5 or more Total Active Meds = Green

RX CARE: Y if in Pharmacy Program

Today's Labs : Not a comprehensive list, an indication of if the most common Labs have been ordered

All of the following are still used, newer Providers want simpler tools, those further along the journey from FFS to VBC will want a different view



Splitting the Roles



PCP Role Daily Huddle

Patient Name	AGE	Appt Time	Comments	AWV Elig (Shaded if CCM Candidate)	High Risk Med	ASCVD >=5 Yellow >= 7.5 Red/Pink	ICD10 HCC (Shaded if No HCC) {Underlined if not Billed}	HCC DESC	Last EYE Exam ******* Podiatry Visit	Next Appt Today	Patient Balance > 90 Day > \$250 RED <\$250 YELLOW
	69	7:00 AM	Follow Up 15 - 3 mth f/u cong heart failure (cardio) no to ?'s/ blue polo	NOT DUE UNTIL 2023-01-01	NO	12.77	D84,821	Immunodeficiency due to treatment with immunosuppressive medication	*****		
	62	7:15 AM	Follow Up 15 - FU HTN w/labs***Lab s first, flower tank		NO	4.74	E21.3 (Metabolic)	Hyperparathyroidism	*****		
	58	7:30 AM	Annual Physical 30 - annual px w/labs-needs later day/ wht shrt		NO	4.91			*****		
	67	8:00 AM	Annual Physical 30 - Ann PHy/ baby blue polo	AWV G0439 2022-08-01	NO	8.76	E66.01 (Metabolic)	Class 2 severe obesity due to excess calories with serious comorbidity and body mass index (BMI) of 35.0 to 35.9 in adult	*****		



Splitting the Roles



CSS Daily Huddle

Patient	Appt Comments	BMI/ WEIGHT (every visit)	BP (every visit)	PHQ 9	Tobacco Status	Flu 22-08-01 to 23-03-31	Last Pneu	Fall Risk	CRC	Mammo	AWV (EVERY 12 months)	Last A1C DATE **** Result	DM EYE DATE **** Result	Nephrop athy Screenin g Date	HCC	Pharmacy / Insurer
69Yrs (M) 7:00AM	3 mth f/u cong heart failure (cardio) no to ?'s/ blue polo	Wt(161) BMI23.8 **DUE**	104 / 62 **DUE**		Former smoker	**DUE**			Colonosco		_				D84.821	Kubat Pharmacy And Health Care - Om Medcr UHC 87726
62Yrs (F) 7:15AM	FU HTN w/labs***Lab s first, flower tank	Wt(183) BMI33.7 **DUE**	130 / 74 **DUE**		Never Tobacco User	**DUE**			Abnormal	BIRAD 1					E21,3 (Metaboli c)	Hy-Vee, Fort St., Omaha, NE BC BS of NE
58Yrs (M) 7:30AM Rob	annual px w/labs-needs later day/ wht shrt	Wt(195) BMI29.7 **DUE**	124 / 78 **DUE**		Never Tobacco User	**DUE**			Abnormal							WALGREENS DRUG STORE #07693 BC BS of NE

Focus on gathering data for Quality / Gaps



Dashboards



DIAGNOSIS COUNT		CAD_IHD	CHF	COPD	DEPRESSION	DIABETES	ESRD_CKD	HTN	HYPER LIPIDEMIA	OBESITY	TOTAL	DX COUNT
CLINIC	1,1497	2849	931	1652	10622	5852	3596	13600	21013	11351	34727	11351 1135
	हरू	292	152	319	769	412	637	830	1787	898	1992	

Blue and Underlined Can drill down to Patient Level

ATTRIBUTION TARGET	MSSP	BCBS	UHC
CLINIC	7018 7158 0 2000 4000 6000 8000	6033 6154	0+0 UHC_TARGET 0 0 02 04 06 0.0 1 12
	MSSP_MSSP_TARGET 547 558 0 200 400 600	341 348 0 1000 200 300 150 150 250 350	040 UHC_TARGET

		RISK SCORE	BCBS		MSSP	
		CLINIC	1.88	1 15 2	1.28	1 15 2
)				1.88		1.28
	CURRENT VALUE			o 1.00		1.20
	TARGET VALUE		3.59	. 1.5	2.02	. 1.5
				1 2 2		
				0.5		0.5
				3.59		2.02

E&M Per	centage	last 3 months
ENC BILLLEVEL	PERCENT	
99213	1.93%	
99214	88.43%	
99215	9.64%	



Conclusion



AWVs

- play a part in cost containment
- are important for Attribution (Sum of Allowed amount)
- timing of Visits are important to ensure payment
- using the correct code is important to ensure payment
- Think has focused on making it easier for the Physician to do their work at the point of Patient / Physician interaction
- As Physicians transition from Fee for Service to a Value Based Care model their needs changes

Upcoming Events



NAACOS Spring Conference 2024

April 10–12

Hilton Baltimore Inner Harbor

Early Registration ends next Friday!

February 23, 2024

Discovery Calls



Title: Using the MSSP Benchmark Tool to Estimate Year End Results

Date / Time: March 7th, 2024, 02:00 PM - 03:00 PM (ET)

Register Here

Webinars



Webinar Title: New Years Resolution: Prepping for ACO Compliance in PY24 (MSSP)

Date / Time: February 27th, 2024, 02:00 PM - 03:00 PM (Eastern)

MSSP Compliance Webinar Registration

Webinar Title: New Year's Resolution: Prepping for ACO Compliance in

PY24 (REACH)

Date / Time: February 28th, 2024, 02:00 PM - 03:00 PM (Eastern)

REACH Compliance Webinar Registration



Thank you!

Contact Information



Speakers

- Karen Shakiba, karen.shakiba@bjc.org
- Ly Mettlach, Ly.Mettlach@bjc.org
- Morgan Power, mpower@clarksonregional.com

NAACOS Staff

- Melody Danko-Holsomback, <u>mdholsomback@naacos.com</u>
- Karen Fetterolf, kfetterolf@naacos.com



Appendix

Group Discussion



Note Template Questions:

- 1. What problem does the topic address?
- What population of patients could benefit from this?
- 3. What didn't I know or haven't thought about trying in my ACO?
- 4. Could any of this presentation work in your ACO or CIN?
- 5. If yes, how? If no, why not?

You may use this template to document notes from the presentation that you feel would be helpful in your practice.