Each year the Connecticut State Medical Society IPA (CSMS-IPA) provides a report to the Connecticut State Medical Society (CSMS) House of Delegates highlighting the CSMS-IPA activities of the past year. Once again, the CSMS-IPA is pleased to report that this has been a very productive and eventful year. The mission of the CSMS-IPA, “To promote high-quality, cost-effective medical care that is physician-driven, financially sustainable and valued by health care stakeholders,” continues to be at the center of the CSMS-IPA objective to build partnerships between business and medicine.

The following highlights some of the CSMS-IPA activities over the past twelve months.

**Implementation of CSMS-IPA Strategic Plan**

The CSMS-IPA has continued implementation of the approved Strategic Plan focusing on the development of proactive management processes, physician & practice staff education and care coordination programs that can be viewed by payers and employers as a significant value proposition. Key to the implementation of this plan is the development of a Patient Centered Practice Model (PCPM) network. The PCPM construct is based on concepts which are included in the Patient Centered Medical Home (PCMH) Recognition program developed by NCQA and endorsed by a wide variety of physician organizations, employers and payers. Key components of the CSMS-IPA Strategic Plan that continue to be implemented include but are not limited to:

- Building and expanding the PCPM network;
- Contracting regional payers to use the PCPM network as part of their quality and cost containment strategies;
- Provide contracts that contain financial opportunities for both physicians and the CSMS-IPA in order to maintain financial viability;
- Provide PCPM participating physicians with incentive programs;
- Provide PCPM physician practices with key data to aid in the proactive management of patients;
- Include both primary care physicians and specialists in the development of the network and programs;
- Encourage primary care practices to obtain PCMH Recognition and develop key partnerships with other organizations to aid in this process;
- Provide PCPM practices with access to Health Information Technology programs and subsidies where possible;
- Align programs and processes in an effort to continue to take advantage of legislation in the areas of Accountable Care Organizations (ACO) and Consumer Operated and Oriented Plans (CO-OPs); and

**Network Development**

CSMS-IPA is finalizing the process of re-contracting its membership at the group level. This will minimize the burden on each individual physician to execute a contract. The new agreement has been well received and is providing updated information on our membership.

The new provider group agreement requires practices commitment to patient centered care and enrolls them in the Patient Centered Practice Model (PCPM) network which began in the fall of 2009. Currently, total membership including primary care and specialist is at 4,231 representing 965 TINs. The primary care physicians in the PCPM network may receive assistance such as care coordination, population management data and enhanced technology, so that the opportunities for better patient outcomes are improved, while stabilizing and/or reducing medical cost trends. As a statewide delivery model the CSMS-IPA looks to provide the education and infrastructure for physician practices to maintain independence and remain competitive.

**Continued Collaboration on Projects between CSMS-IPA and CSMS**

Over the past year, the CSMS-IPA and CSMS have worked together on projects aimed at increasing value to the physician membership. The programs include, but are not limited to:

- **State Wide Health Care Initiatives** – CSMS-IPA and CSMS management and physician leadership have coordinated their involvement in the development and input of state wide health care initiatives related to healthcare system redesign, payment reform, and pertinent legislative issues. These collaborations have aligned resources and provided a consistent message on regional program development.

- **Webster Bank** – CSMS-IPA and CSMS have entered into an agreement with Webster Bank to bring affordable financing to physicians for electronic medical records and healthcare IT.

- **PACS-ACO**

  CSMS-IPA worked with CSMS to recruit practices for the ACO and liaisons between our member practices participating in the ACO. CSMS-IPA staff attended training sessions in preparation for implementation of the technology platform to be used. CSMS-IPA will review opportunities in the future for the areas of collaboration on this project.
**Patient Centered Medical Home**
The development of Patient Centered Medical Homes (PCMH) continues to be an organizational priority. CSMS-IPA is working with Community Health Network of CT (CHNCT) regarding the Department of Social Services PCMH program to assist practices in achieving NCQA PCMH recognition. CSMS-IPA has sent nine referrals thus far in 2015. The CHNCT services are free of charge to all practices that accept Medicaid.

CSMS-IPA is proud to report that 23% of our practices are PCMH Level 2 or 3 reflecting an increase of 4% from last year.

**Payer Arrangements**

**Medicare Advantage**
The CSMS-IPA has engaged with four payers to service Medicare Advantage Plans: Aetna, ConnectiCare, United Healthcare and WellCare. Aetna and United Healthcare are quality only contracts in 2015.

**Commercial Arrangements**
On January 1, 2015, the CSMS-IPA entered into the second year of a three year agreement with HealthyCT.

CSMS-IPA will begin its second year of a Collaborative Accountable Care arrangement with Cigna October 1, 2015. The collaboration goal is to achieve improved quality, affordability and experience of care. CSMS-IPA will assist with care coordination interventions and PCMH development.

CSMS-IPA entered into a contract with ConnectiCare to work with our physician network in the management of commercial and exchange members.

**Value Added Services**
The CSMS-IPA provides opportunities aimed at increasing practice profitability. Developing key partnerships between business and medicine is both a short and long term goal of the CSMS-IPA. The CSMS-IPA continues to explore opportunities to provide physicians with value. A list of Value Added Services includes:

**Staples Discount Program** - Through our “Staples Business Advantage” partnership, we have been able to provide CSMS-IPA participating providers with access to significant discounts on over 80,000 products, including paper, pens, folders, etc.

**Atlantic Health Partners, LLC** - ([www.atlantichealthpartners.com](http://www.atlantichealthpartners.com)) has a physician purchasing program based here in Connecticut, works directly with Sanofi Pasteur and Merck and has obtained the most favorable pricing and purchasing terms for wide variety of pediatric, adolescent, adult, flu and travel vaccines.
Covisint (previously Doc Site) (www.covisint.com)- The company will offer a discounted price to all practices that want to file their PQRS reports through them. All physicians must report successfully this again this year (2015) to avoid a negative adjustment to Medicare rates in 2017.

CSMS-IPA Web Site (www.csms-IPA.com)

The CSMS-IPA continues to update its website on a regular basis to improve functionality, ensure security, and increase resources on relevant topics. Physician members can also attest to the commercial physician incentive plan metrics, and view recorded webinars.

CSMS-IPA Network Communication and Awareness Programs

The CSMS-IPA leadership and staff continue to participate in a wide range of outreach and educational programs in an effort to provide the CSMS-IPA members and their staff with information about the organization and new opportunities. Additionally, CSMS-IPA staff provides education to PCPM practices through an electronic newsletter, blast faxes, webinars and in-person meetings. Our annual newsletter Connections is sent to all CSMS-IPA members and contains organizational updates.

We also continue to support events throughout the state, such as the Connecticut Medical Group Management Association, State and County Medical Associations, and provide booths where information is available for program attendees. Additionally, CSMS-IPA spoke at two Cigna presentations on the CSMS-IPA Cigna collaboration and Dr. Thompson was featured on a panel of physicians at a Practice Transformation summit hosted by ConnectiCare. Such events give the CSMS-IPA the opportunity to talk about its value and support of the independent physician practice.

Quality Management Programs and Initiatives

The CSMS-IPA continues to manage several quality improvement programs. The staff directly communicates with network physicians to help enhance compliance and improve quality. Many of the quality measurement programs are directly linked to the quality metrics that are part of the CSMS-IPA contracts with our payer partners. These include (but are not limited too):

- Readmission Avoidance - Many hospital readmissions can be avoided if the PCP is made aware of a recent discharge and arranges a timely visit to review the hospital events, reconcile pharmaceutical use and create an up to date care plan. This program has been automated to improve the efficiency for both CSMS-IPA and our participating members.
- Population management - This program provides actionable information to physicians regarding their patients such as gaps in care, coding education, and identification of high risk patients. The information also promotes care coordination.
• Clinical Care Rounds – Representatives from our payer partners, CSMS-IPA and participating practices meet to review high risk patients in order to share information and develop an action plan to promote coordination of care and improve health outcomes.

• Patient Engagement- CSMS-IPA is working with Vree Health to pilot a program to assist 250 Cigna and ConnectiCare commercial members in the management of their chronic conditions. Vree’s ENGAGEADVANTAGE solution is a comprehensive patient engagement and care coordination platform. Utilizing the care plan provided by the PCP and located on the platform Vree Care Liaison will contact patient to motivate and support patients in making positive behavioral changes, conduct a health check and facilitate follow-up care. All information is placed in a platform and is available to the patient and all care partners. Enrollment is voluntary and patients also have access to a nurse helpline. All Care Liaisons have motivational interviewing skills. The pilot program will be operational for 7-12 months and its effectiveness will then be evaluated.

• Diabetic Retinal Eye Exam – CSMS-IPA co-branded with Cigna an information brochure that will be sent to diabetic Cigna members explaining the need and importance of the exam, a reminder to notify their primary care physician when they have the exam as well as requesting their results be sent to their primary care physician.

Physician Engagement and Recognition

• CSMS-IPA Pinnacle award- An evening to honor and celebrate CSMS-IPA physician members that have committed to delivery of high quality patient care and practice transformation will be held on October 5, 2015. Dr. Kevin Carr will address the group with a talk entitled “Innovation Solutions for your journey to population health”. The grand finale of the evening will be the presentation of the first annual CSMS-IPA Pinnacle award to a member group practice that exemplifies the mission and vision of CSMS-IPA and demonstrates progress towards achievement of the triple aim of healthcare. The event and is open to all CSMS-IPA members.

• Incentive Program – Practices that are participating in our payer collaboration agreements are eligible to earn financial rewards for meeting selected metrics.

The CSMS-IPA Board of Directors looks forward to continuing to provide value to the CSMS-IPA physician members and their practices.