

To All Shore Quality Partners Members,

We are pleased to provide our newsletter for November that continues to update the growth and success of Shore Quality Partners, and a recap of the 'Road to Shared Savings' meetings.

Diabetes Initiative: Care for diabetic patients is a major opportunity for improvement in the SQP model, considering 12% of the SQP population is diabetic, and 26% of the total SQP spend is on diabetics. As part of reaching our goals for shared savings, we are going to launch disease specific programs within SQP to benefit the clinical partners and their patients. Dr. Jon Pomeroy, Internist in Margate, will be leading the diabetes initiative. Dr. Pomeroy will be reaching out to the diabetic resources in the community to establish a care team. The team will use data analytics and SQP provider feedback to determine methods to help all diabetic patients receive improved care. This improved diabetic care will also benefit all partners in their opportunities for shared savings.

Leakage: Leakage is defined by the event of an attributed Shore Quality Partners patient receiving care from a provider outside the SQP network. Based on the 2 year look back from the Horizon claims data, 75% of the SQP spend is leakage, and 25% is in network. This means there is a large opportunity to steer patients to in-network providers, resulting in a larger shared savings pool for physicians.

Quality Metrics: As a reminder, in order to qualify for shared savings, SQP must meet the below quality metrics:

Clinical Process: Pneumonia vaccination status for older adults, breast cancer screening, colorectal cancer screening, and cholesterol mgmt. for adults with cardiovascular disease

Clinical Outcomes: Diabetes: LDL-screening & diabetes – HbA1c testing

Clinical Measures: Comprehensive diabetes care – HbA1c control (<8%), comprehensive diabetes care - LDL-C control (LDL-C<100 mg/dL), comprehensive diabetes care – blood pressure control (<140/90)

Patient Experience: ACO Survey: getting needed care, getting care quickly, and an 8-10 rating of personal doctor

Membership: Here's what your referring physicians and colleagues that have not joined SQP are missing out on...

- PCP's on standard schedule receive increase to 90% of Medicare for office E& M codes. Potentially \$15,000 - \$30,000 annually in addition to shared savings bonuses and care management payments. Increase also applies to patients seen by physician extenders under the PCP's supervision
- Access to care management and patient navigation
- Access to data on high risk patients, referral patterns, utilization of non-SQP facilities and comparisons to normative data.
- No financial risk
- Value Added Products – Disability and Worker's Comp Coverage, Discounts on Malpractice and Supplemental Disability

Care Management: Please utilize the care management resources provided to you by SQP. Consider them an extension to your office staff.

Luz A. Valentin, MSW, LSW, Social Work Case Manager: Services Include: Follow SQP patients who are discharged from the hospital & connect them back with their PCP, working with noncompliant patients, helping manage high risk patients with chronic conditions, educating patients about their illness, options, and role of care team members, support physicians with new patient diagnosis, assist with social, cultural and family support, provide resources to patients with their needs such as: transportation to appointments, jobs, housing, food, utilities, disability paperwork, medical supplies, adult day care, caregiver burnout, etc, and linking patients to mental health/substance abuse services and support groups.

Chris Wodazak, CMA, Care Expediter: Services Include: office to office liaison, expediting specialty care for patients, connecting network providers with primary care, scheduling follow up care for patients who are seen in the urgent care or ED, and matching patients with providers based on Insurance and location.

Website: Please utilize our website, www.ShoreQualityPartners.com. We have recently uploaded Care Management (Social Services/Patient Navigation) forms on the website. Please feel free to call Chris or Luz, or simply complete and fax the forms if you have a patient you would like to refer for care management services. Also on the website we have the SQP participating physician roster, which is updated in real time, as well as the monthly newsletters.

Next Steps:

- Physicians can help increase *keepage*, reduce leakage
- SQP needs to keep giving physicians good actionable data
- Care management and care expediter staff are available to physicians – give them your tough, complicated, non-compliant SQP cases and they will help you manage them
- Focus on diabetics and help us build a comprehensive diabetes program
- Drive quality metrics up

With Best Regards,

Steven P. Nachtigall, M.D.

Chairperson on behalf of the Board of Directors of SQP