



Becker's Hospital Review 3rd Annual Health IT + Revenue Cycle Conference



MACRA/QPP Learnings: A Mid-Year Report

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Agenda

- About SA Ignite
- MACRA / QPP Overview
- Recap of Summer 2017
- Top 3 Mid-Year QPP Decisions
- Q & A



SA Ignite

SA Ignite helps healthcare organizations simplify the management of complex value-based programs

- Mature, SaaS based software solution for managing CMS value-based care initiatives
- Proven solutions that serving 17,000+ clinicians across 80+ healthcare organizations



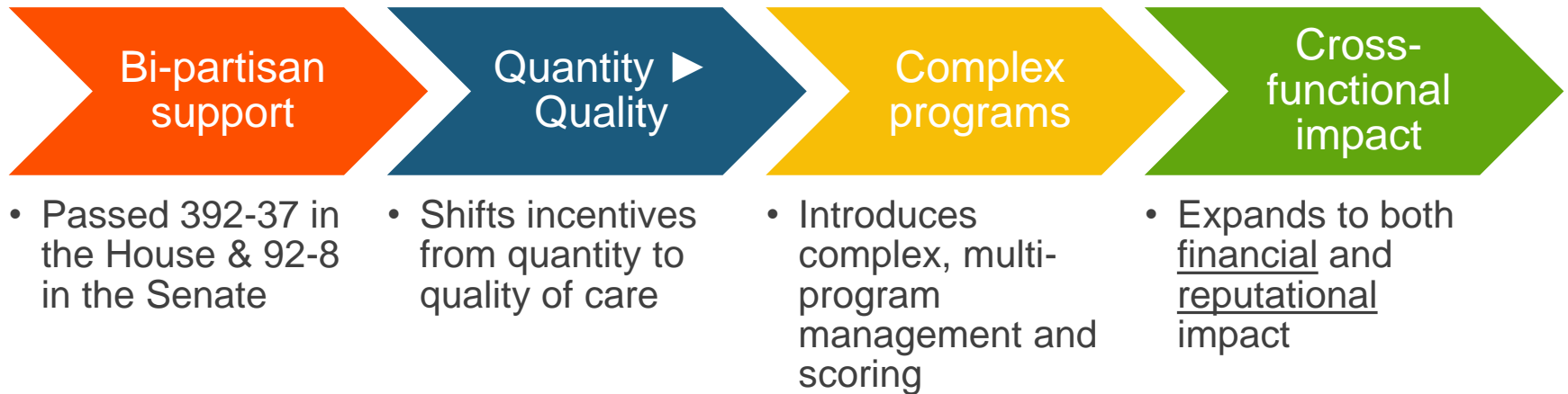


MACRA / QPP Overview



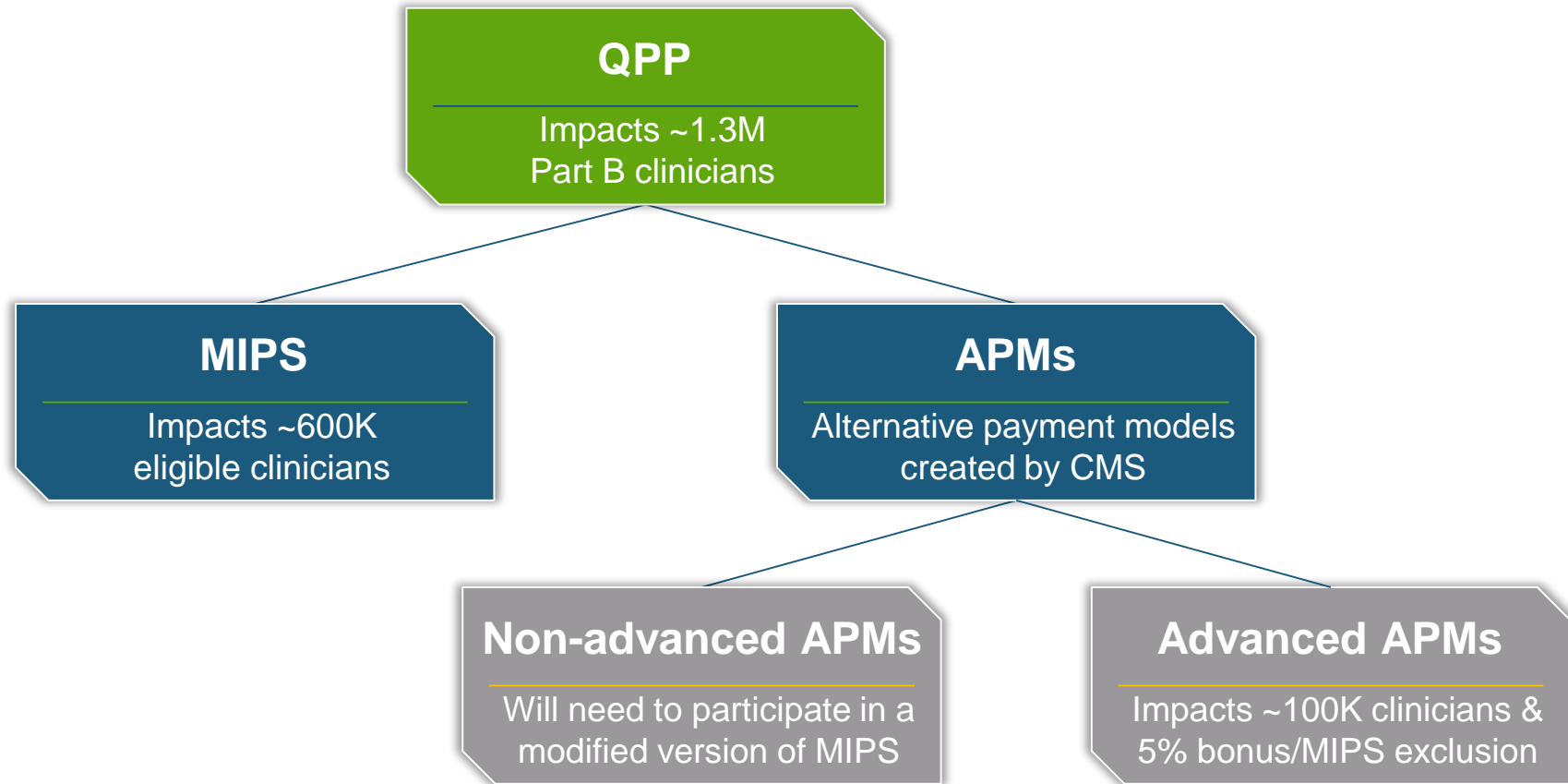
The Medicare Access & CHIP Reauthorization Act of 2015 (MACRA)

Largest Change in a Generation
for Medicare Reimbursement





QPP Programs-at-a-Glance





MIPS: A New Journey



Complex

- Three programs rolled into one
- Many variables, interdependencies
- 2400 page rule
- Requirements change yearly



Operational Overhead

- Resource intensive
- Under-utilization of skills
- Disparate data sources
- IT distraction



High Risk

- Competitive
- Highly visible
- Scores impact revenue
- Scores impact reputation



Big questions emerge around effective program management...



Executive Level Impact

MIPS impact across the c-suite

CEO

- How do I gain a competitive advantage?
- How do I fund growth & expansion?
- How do I become a leader in value-based care?

CFO

- How do I improve top and bottom line performance and growth?
- How do I financially plan for the VBC world?
- How do I justify an acquisition?

COO

- How do I transform operational roles/processes to succeed under VBC?
- What info is needed for the transformation?
- How do I drive cultural transformation for VBC success?

CMO/CMIO

- How can I protect my clinicians from regulatory burnout?
- How do I attract and retain top clinical talent?
- How can I reduce time spent on non-patient care activities?

CIO

- How do I transition from a fee-for-service infrastructure to a VBC infrastructure?
- How can I leverage software to enable VBC success?
- How do I minimize the impact of regulatory burden on my IT staff?

CQO

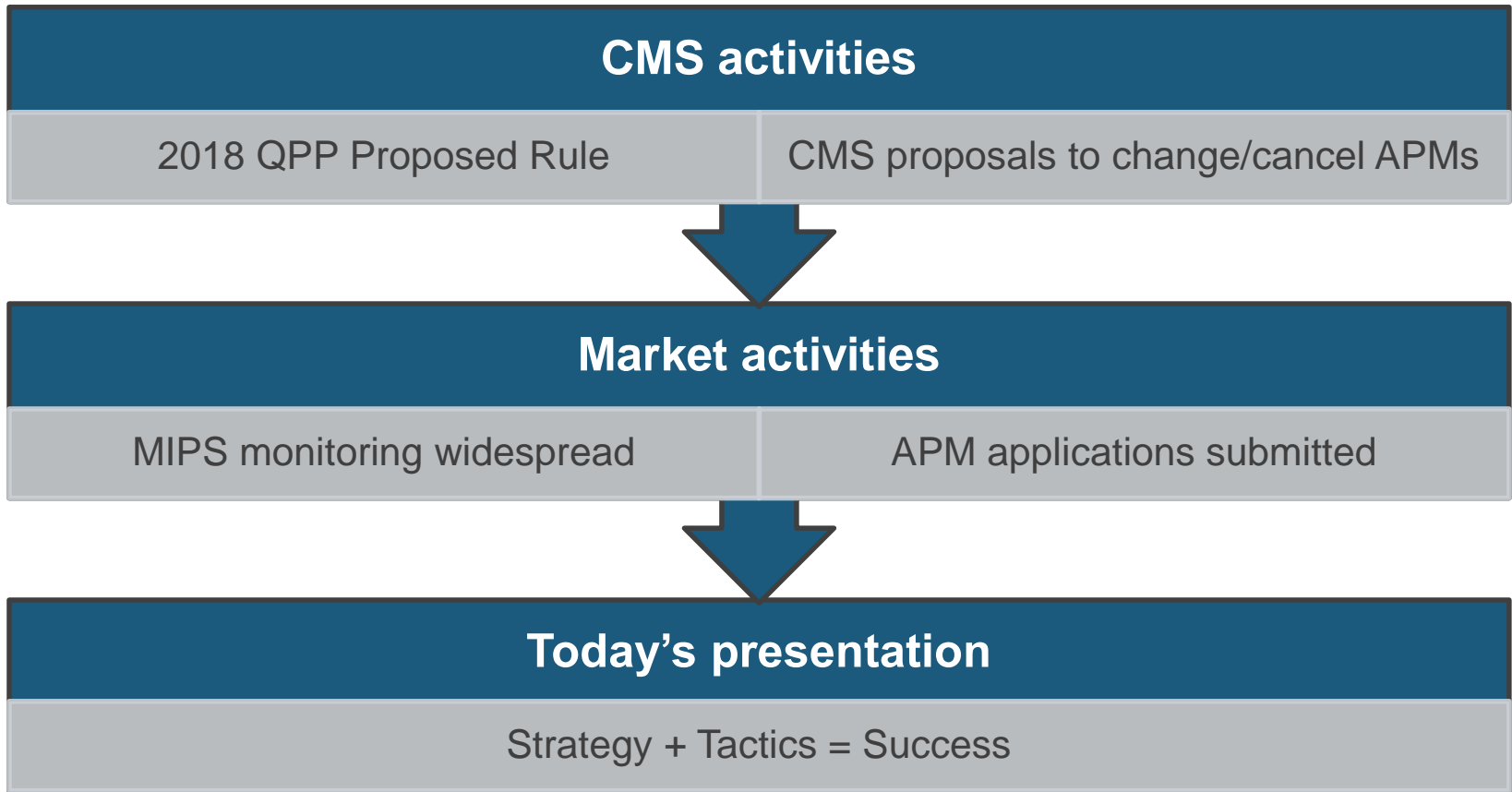
- How can I exceed quality expectations while minimizing clinician burnout?
- How can I increase clinician adoption of new workflows that will drive higher quality outcomes?



Recap of Summer 2017



Recap of Summer 2017





The 2018 QPP Proposed Rule Confirms CMS' Commitment to MIPS

- MIPS performance threshold will increase
- MIPS max penalty and incentive increase
- 500k+ clinicians subject to MIPS

CMS Reiterates:

All-in on move to
value-based care

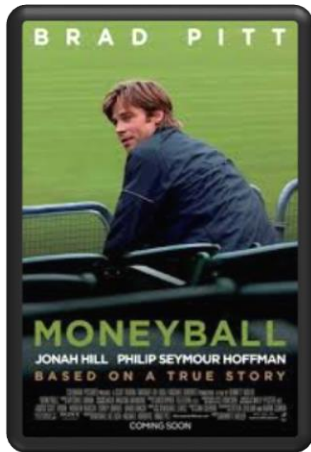
MIPS is competitive
and accelerating,
with large step up in
2019



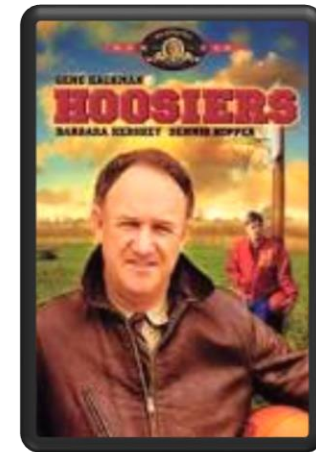
Top 3 Mid-Year QPP Decisions



What is an Organization's Strategy for Transforming & Winning?



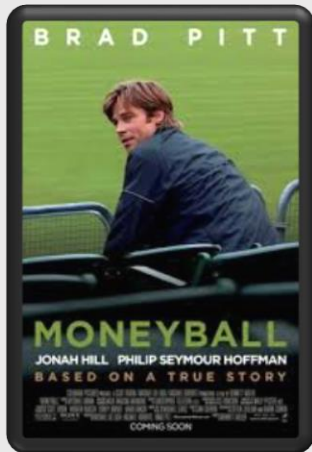
**Billy Beane
(Quantitative)**



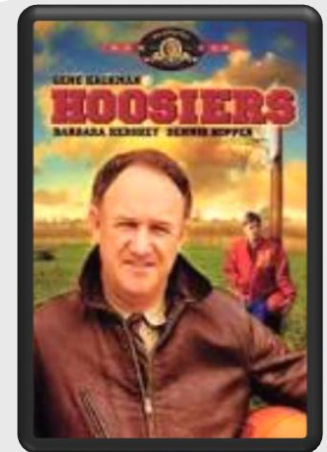
**Norman Dale
(Mission/Cultural)**



What is an Organization's Strategy for Transforming & Winning?



Billy Beane



Norman Dale

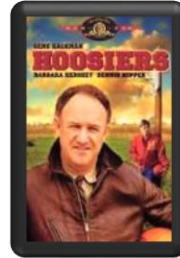


QPP Decision 1: Individual vs Group MIPS Participation



Moneyball (Quantitative)

- Maximize MIPS score and revenues, minimize costs & audit risks
- Analytical techniques: Understand all variables and methods to optimize Quality



Hoosiers (Mission/Cultural)

- We are in this together.
- Consumers will know your score. Start managing it now.



What Peers are Doing

- Organizations >30 eligible clinicians predominantly group reporting, but growing desire to switch to individual reporting in future years

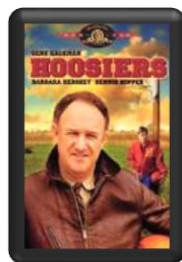


QPP Decision 2: Who to Report



Moneyball (Quantitative)

- Optionally reporting certain clinicians may help or hurt the group's score
- Meeting MIPS data completeness with minimal effort



Hoosiers (Mission/Cultural)

- We've aligned our MIPS choices with what's right for patients, every time by every clinician.



What Peers are Doing

- Tending towards monitoring more clinicians than minimally necessary to prepare for 2019+ MIPS

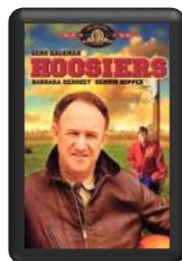


QPP Decision 3: Where to Focus Effort



Moneyball (Quantitative)

- Use measure leverage concept to rank measures by impact
- “Point Gain Analysis” – garner maximal score gains from focusing only on a minority of clinicians and measures



Hoosiers (Mission/Cultural)

- We will make this as easy as possible for clinicians.
- MIPS is just the beginning. It's training camp for value-based care, so change now.



What Peers are Doing

- Considering 2017 - 2019 MIPS in deciding how to shift focus/resources in areas with long lead times.
- Asking: Are we better served being in MIPS only or in another combination of QPP programs?



Summary

- CMS all-in on move to value-based payment
- Change strategies: Moneyball vs Hoosiers
- Top 3 QPP decisions
 1. Individual vs group MIPS participation
 2. Who to report
 3. Where to focus efforts



Q & A

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