

Strategies for Medicare Management – Medicare Advantage (MA)

**Shawn Parsley D.O.
President and Chief Operating Officer
Texas Health Physicians Group**

Oct 16, 2019

MA in the DFW Metroplex

~800k Medicare beneficiaries in the Metroplex

~325k participate in MA, with growth trends that are favorable

Top three plans - United, Humana, and Care N Care

Texas Health participates with the top three MA plans via Southwestern Health Resources (SWHR) our Clinically Integrated Network with University of Texas Southwestern Medical School

SWHR has ~110k MA beneficiaries (~1/3 of the market)

Portfolio consists of both HMO and PPO products with 110k lives under management

	HMO	PPO
United Healthcare	61k	0
Humana	14k	22k
Care N Care	3k	9k

Options for participation

Contract with both regional and national MA plans

Partnering – SWHR has entered global risk arrangements and partnered with community physicians. Reimbursement strategies include both cap and FFS with performance incentives. Partners do not take downside risk.

Buy – SWHR purchased Care N Care, a regional MA plan 18 months ago. It included and Insurance License, a UM license, and an IPA.

Performance Strategies

SWHR is still closing the first full year of MA under risk, but projections are strong

- Improved percent of premium during contracting (focus on STAR performance)**
- Cost containment efforts focused on post acute space through UM and programmatic support of PCP recert process**
- RAF improvements through documentation support and dx recapture initiatives**
- Alignment of provider quality, and documentation incentives with performance objectives**

Migrating Large Legacy groups into MA

SWHR book consists of 4 large legacy groups that have each had their own challenges

- Aligning compensation models
- Unintended impacts of process improvement
- Impact of support services changes and managing expectations
- A uniform approach may be an elusive goal

MA Innovations

- EMR based live RAF scoring and recapture
- PCP home health recert process
- Forward looking DX Recapture attestation forms
- Specialty sub-cap divisions