



Patient Centered Primary Care

A Guide for Purchasers

Presented by Dennis White

On behalf of

PCPCC, ERIC and NBCH



A Guide for Purchasers

- NBCH: an Advisory Member of PCPCC
- Dialogue Led to PCPCC Inviting NBCH to Propose a White Paper/Guide
- NBCH Engaged Michael Bailit
 - (insert brief bio info)



Approach

- Locus and Advisory: PCPCC Center for Benefit Redesign and Implementation
 - Open input
 - Iterative review
- Background Research
 - Interview thought leaders
 - Interview pilots across the country
 - Attention to purchaser involvement
 - Synthesize research literature
- Draft/Review/ReDraft



This is a DRAFT

- Chapter 4 and RFI Appendix Prepared for This Meeting
- Please Provide Comments and Suggestions



Chapters of the Guide

- Introduction and Executive Summary
- What is a Patient-Centered Medical Home?
- Why Should Purchasers Support PCMH?
- What Action Can Purchasers Take to Advance PCMH?
- Appendices



Chapter 4: Action Steps

1: Participate in Multi-payer Collaboratives

- Contracted insurers
- Purchaser coalition
- Sponsor a pilot
- Establish/use criteria
 - Joint Principles
 - Explicit obligations of practices
 - Case management
 - Payment methodology
 - Independent evaluation
- Participate in design



Chapter 4: Action Steps

2: Assess Insurer Performance

- Incorporate PCMH-specific content in RFI (see Appendix)
- Measure carrier performance: status & chg
 - % Certification
 - % Case management adoption
 - % Volume/\$\$ at certified practices
 - PCMH-related reimbursement (range & significance)



Chapter 4: Action Steps

3: Align Payment Strategies

- Provide financial support
 - Direct \$ to share in enhanced reimbursement
 - Direct \$ to fund practice performance bonus
 - Endorsement of carrier/ASO fund use
 - Carrier performance guarantee tied to % transformation
- Promote Inter-Plan Alignment



Chapter 4: Action Steps

4: Build Supportive Coalitions

- Educate/advocate/build awareness
- Be the convener
- Convince community icon to lead
- Partner with states
- Work directly with provider community



Chapter 4: Action Steps

5: Engage Consumers

- Educate
- Listen
- Plan design, plan design, plan design
 - Reduce barriers to adherence
 - Positive incentives for adherence
 - Incentives for selection of PCMH
 - Provide tools



Chapter 4: Action Steps

6: Integrate Corporate Health Strategies

- Coordinate carve outs
- Coordinate non-health benefit programs
- Integrate worksite wellness into PCMH



Appendix A: RFI Content

- Extent and Nature of Participation
- Reimbursement Model
- Specific Measures Used and How
- Specific Expectations PCMH
- Significance of Enhanced Payments
- PCMH Support
- Consumer Incentives
- Evaluation Methods and Metrics.



Questions?

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