

# The IEHP Pay For Performance Program



## IEHP Pay for Performance Program (P4P)



- ⇒ Goals
- ⇒ Methodology
- ⇒ Evolution
- ⇒ Outcomes

## Goals

- Motivate Physicians to Provide Services
  - Outreach to assigned Members
  - 'Capture' when Member in office
  - Report the event
- Increase Physician Reimbursement
  - Beyond Capitation payments
  - Pediatricians
  - OB/Gyns
- 'Bind' Physicians to IEHP
  - Direct Payments from IEHP
  - Significant Percent of Income



## Methodology

- **Direct to Physician Payments**
- **Fee For Service Model**
- 'Easy' Billing
- Timely Submission
- Timely Payments
- NOT CHDP or CPSP



## The Beginning

### *The Evolution of P4P at IEHP*



- The IEHP Immunization Program was the first attempt at a physician incentive program
- Launched September 1997
- Goal was to increase the immunization rate of IEHP Members 0-2 years of age.

## The Beginning cont....

- Program provided direct reimbursement to physicians for immunizations
- Immunizations were submitted to IEHP via the PM160 form - only change was adding series #



## PIP: The Physician Incentive Program

- In April 2000, the Physician Incentive Program was launched
- The new PIP program consisted of 5 components
  1. Immunizations
  2. Well Child Visits
  3. IHA/Adult Physical
  4. Perinatal Services
  5. Health Education Behavioral Assessment (HEBA)



## PIP: The Physician Incentive Program cont...

- Well Child Visit Component
  - Physicians were reimbursed \$50 for each well child visit done in accordance with the IEHP Well Child Visit schedule for Members 0 to 18 years old
  - Exams done during the first 120 days of enrollment were paid an additional \$50 bonus



## PIP: The Physician Incentive Program cont...

- Perinatal Services Component

- Designed to ensure that all IEHP Members receive timely prenatal and postpartum care

- Reimbursement Schedule

- \$200 if date of service for initial visit in the 1<sup>st</sup> trimester

- \$100 if the 2<sup>nd</sup> trimester

- \$50 if in the 3<sup>rd</sup> trimester

- \$50 for a postpartum exam within 8 weeks of delivery



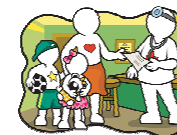
## PIP: The Physician Incentive Program cont...

- In January 2001 the PIP program was redesigned

- The IHA and HEBA components were removed

- Reimbursement for Pap Tests was added - \$25 reimbursement on CMS 1500

- In August 2001, Chlamydia Screening was added to the P4P program - \$25 on CMS 1500



## PIP: The Physician Incentive Program cont...

- In January 2003, the Diabetes component was added to PIP

- Providers were reimbursed \$25 for each of the following:

- HbA1c Tests

- LDL Screening

- Retinal Exams

- Foot Exams



## Pay For Performance

- With an increasing importance being placed on HEDIS results by DHS, MRMIB, and NCQA, IEHP decided to overhaul the PIP program

- In July 2004, the new Pay For Performance Program (P4P) was launched

- The P4P program is HEDIS-centered



## Pay For Performance cont...

- Implemented a \$100 bonus for
  - Completion of 6 well child visits by 15 months
  - Submission of a complete immunization record prior to age 2
- Significantly increased perinatal payments
- Implemented outcomes bonuses for Diabetes:
  - \$50 For HgbA1c of 7.0 or less
  - \$50 For LDL of 100 or less
- Added Asthma Component (9/1/05)
  - \$25 for asthma progress note on-line
  - \$20 for paper

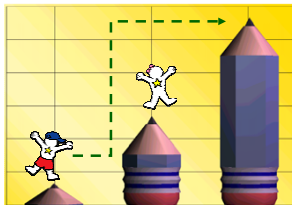
## Pay For Performance

### Questions

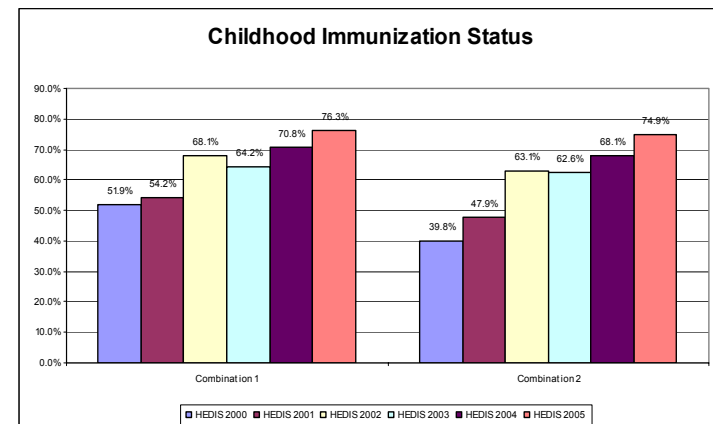


## The Payoff

- The Program is designed to increase the provision of preventive health services to our Members as well as to improve HEDIS results and we have achieved success in both areas
- Our P4P program has made a tremendous impact on our HEDIS results

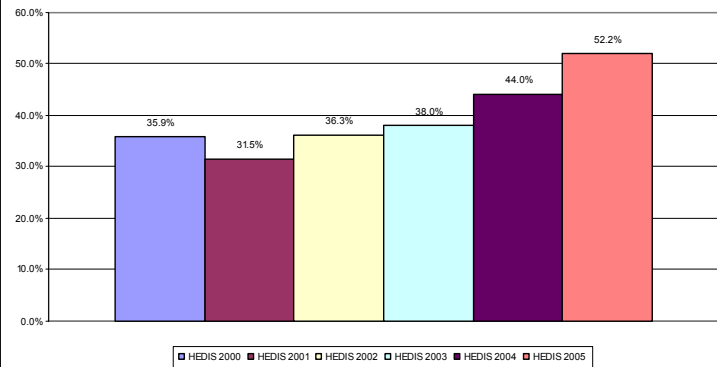


## The Payoff



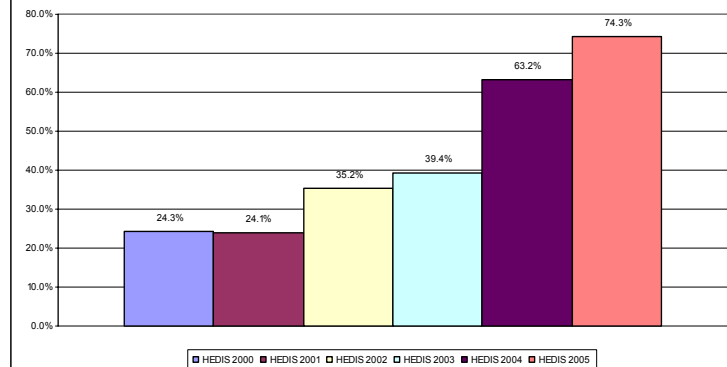
## The Payoff

Adolescent Well Care Visits



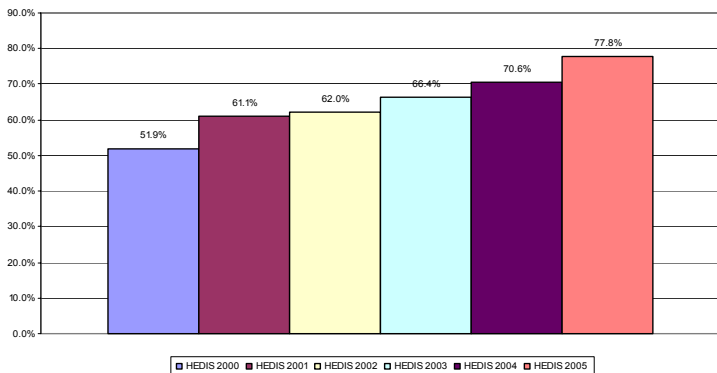
## The Payoff

Well Child Visits in the First 15 Months of Life



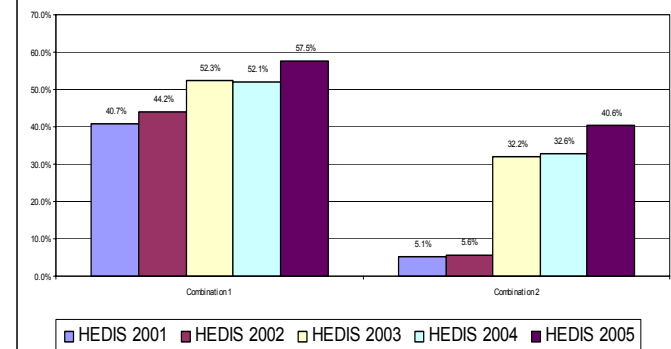
## The Payoff

Well Child Visits in the 3rd, 4th, 5th, & 6th Years of Life

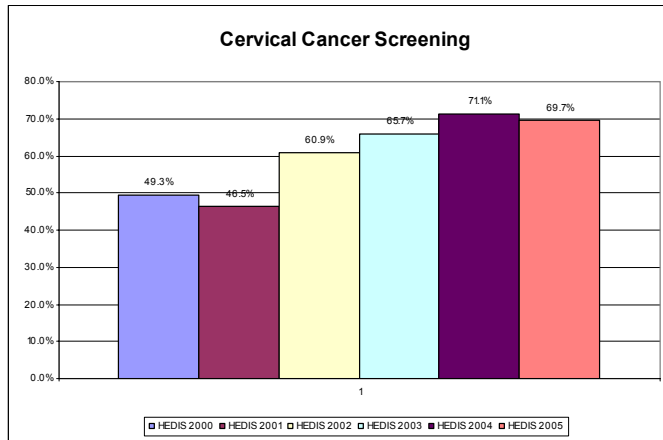


## The Payoff

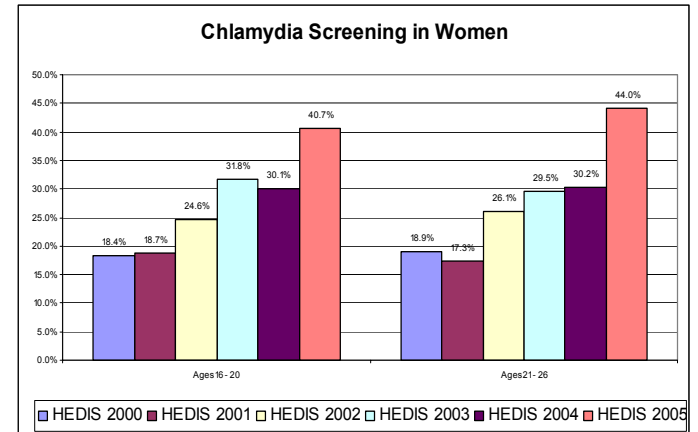
Adolescent Immunization Status Combinations



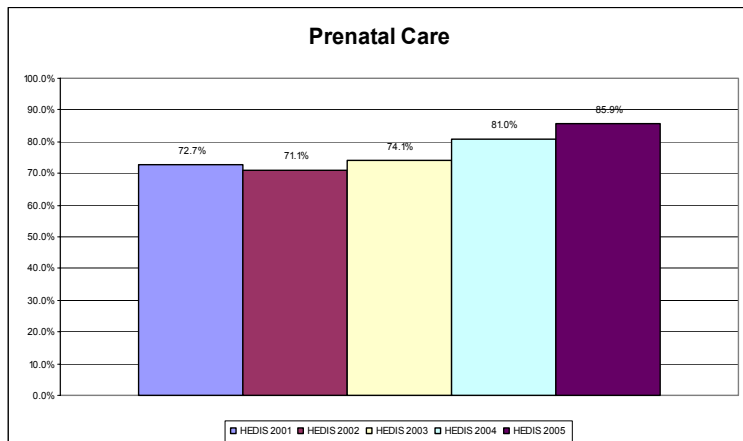
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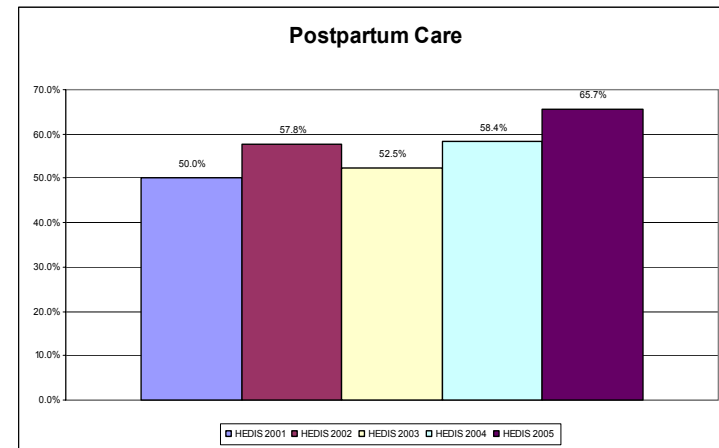
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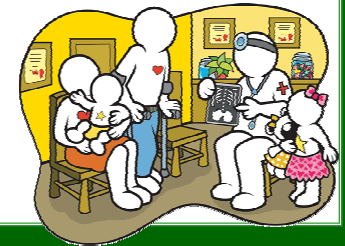
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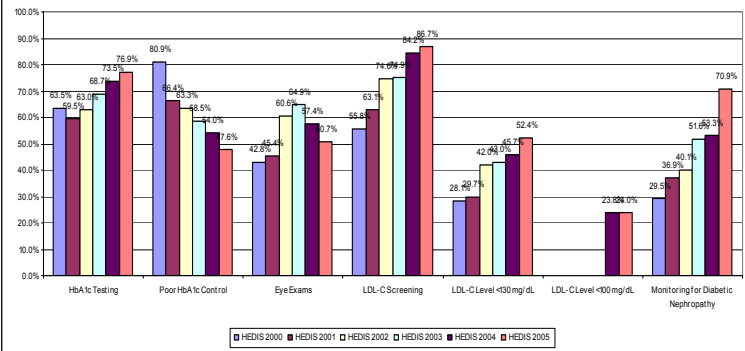
# The Payoff

# Update

- Program is now \$12 million annually
- IPA P4P
  - HEDIS Measures
  - Physician Specific Web Data
  - Further Motivation



Comprehensive Diabetes Care



# Pay For Performance

# Questions

