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.
• Program provided direct reimbursement to physicians for immunizations
• Immunizations were submitted to IEHP via the PM160 form - only change was adding series #
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)
• 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
• 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 1st trimester
    $100 if the 2nd trimester
    $50 if in the 3rd 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
• 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
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.
• 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

Childhood Immunization Status

<table>
<thead>
<tr>
<th>Year</th>
<th>Combination 1</th>
<th>Combination 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>HEDIS 2000</td>
<td>51.9%</td>
<td>68.1%</td>
</tr>
<tr>
<td>HEDIS 2001</td>
<td>54.2%</td>
<td>64.2%</td>
</tr>
<tr>
<td>HEDIS 2002</td>
<td>68.1%</td>
<td>70.8%</td>
</tr>
<tr>
<td>HEDIS 2003</td>
<td>76.3%</td>
<td>47.9%</td>
</tr>
<tr>
<td>HEDIS 2004</td>
<td>39.8%</td>
<td>63.1%</td>
</tr>
<tr>
<td>HEDIS 2005</td>
<td>68.1%</td>
<td>62.6%</td>
</tr>
</tbody>
</table>

Note: The data for HEDIS 2002 and HEDIS 2004 are not available.
The Payoff

Adolescent Well Care Visits

- HEDIS 2000: 35.9%
- HEDIS 2001: 31.5%
- HEDIS 2002: 36.3%
- HEDIS 2003: 38.0%
- HEDIS 2004: 44.0%
- HEDIS 2005: 52.2%
The Payoff

Well Child Visits in the First 15 Months of Life

- HEDIS 2000: 24.3%
- HEDIS 2001: 24.1%
- HEDIS 2002: 35.2%
- HEDIS 2003: 39.4%
- HEDIS 2004: 63.2%
- HEDIS 2005: 74.3%
The Payoff

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

- HEDIS 2000: 51.9%
- HEDIS 2001: 61.1%
- HEDIS 2002: 62.0%
- HEDIS 2003: 66.4%
- HEDIS 2004: 70.6%
- HEDIS 2005: 77.8%
The Payoff

Adolescent Immunization Status Combinations

- Combination 1:
  - HEDIS 2001: 44.2%
  - HEDIS 2002: 40.7%
  - HEDIS 2003: 52.3%
  - HEDIS 2004: 52.1%
  - HEDIS 2005: 57.5%

- Combination 2:
  - HEDIS 2001: 5.1%
  - HEDIS 2002: 5.6%
  - HEDIS 2003: 32.2%
  - HEDIS 2004: 32.6%
  - HEDIS 2005: 40.6%
The Payoff

Cervical Cancer Screening

HEDIS 2000
HEDIS 2001
HEDIS 2002
HEDIS 2003
HEDIS 2004
HEDIS 2005
The Payoff

Chlamydia Screening in Women

HEDIS 2000
HEDIS 2001
HEDIS 2002
HEDIS 2003
HEDIS 2004
HEDIS 2005
The Payoff

Prenatal Care

- HEDIS 2001: 72.7%
- HEDIS 2002: 71.1%
- HEDIS 2003: 74.1%
- HEDIS 2004: 81.0%
- HEDIS 2005: 85.9%
The Payoff

Postpartum Care

- HEDIS 2001: 50.0%
- HEDIS 2002: 57.8%
- HEDIS 2003: 52.5%
- HEDIS 2004: 58.4%
- HEDIS 2005: 65.7%
Update

• Program is now $12 million annually

• IPA P4P
  – HEDIS Measures
  – Physician Specific Web Data
  – Further Motivation
Pay For Performance

Questions