



**KIDS
HEALTH
FIRST**

PEDIATRIC ALLIANCE



KHF PA Meeting

IPA-GA network

January 19, 2023

Zoom



Topics:

- New Medical Director
- Payment Policy
- Dues
- Benchmarking
- Contracting Update
- Credentialing Midlevels
- PA Liaison Update
- Value Added Services Updates
- Quality Requirements
- Meeting Requirements
- Patsy Chastain Update
- Payor Updates

Payment Policy

- Purpose: is to establish policy, guidelines and procedures to manage payment process
 - Bill Quarterly
 - Accept - ACH, Check
 - Due in 30 days of invoice
 - Procedures for late payments

Quarter	Fiscal Months	Bill Date
Q1	Feb, Mar, April	Feb 1
Q2	May, June, July	May 1
Q3	Aug, Sept, Oct	Aug 1
Q4	Nov, Dec, Jan	Nov 1

If past due

- If payment is past due, within 2 days staff member contact the practice (PA and Lead MD)
 - If no response within 48 hours a phone call
- If payment is not received within 5 business days, the practice will receive a deficiency notice
 - Communicated to PA and Lead MD
 - Discussed at the next Finance Committee Meeting
 - Two deficiency notices in 12 months will result in automatic termination from the network
 - Four or more in 5 years will result in termination
- The Board, at sole discretion, may elect to not enforce
- If a member is experiencing financial hardship, the member can contact the IPA and request a payment plan option
- At any time, a practice may initiate the Grievance Policy

Policy will be emailed to practices
and posted online

Benchmarking 2023

Liz Hogan

What is Benchmarking?

Benchmark

noun

- any standard or reference by which others can be measured or judged
- a standard of excellence, achievement, etc., against which similar things must be measured or judged

Types of Surveys

Top Codes

- CPT
- Utilization

Salary Survey

- Staff positions
- Wages
- Benefit information

Practice Survey

- Financial
- Staff per provider ratios
- Medicaid %
- A/R
- Revenue
- Overhead

2023 Practice Benchmarking Schedule

Benchmarking Item	Date Requested	Due Date	Return Date
Top Codes	1/4/2023	1/25/2023	Via email on or before February KHF Practice Administrator meeting, pending Contract Committee approval
Salary Survey	2/1/2023	2/28/2023	Via email on or before the April KHF Practice Administrator meeting
Practice Survey	3/1/2023	3/29/2023	Via email on or before the May KHF Practice Administrator meeting

2023 Objectives

Network Goals

1. Demonstrate value to members
2. Increase participation

Practice Goals

1. Understand what measures you should look at for your practice
2. Learn how to calculate them
3. Recognize areas your practice performs well or areas you could improve
4. As members of the IPA – learn, share, best practices

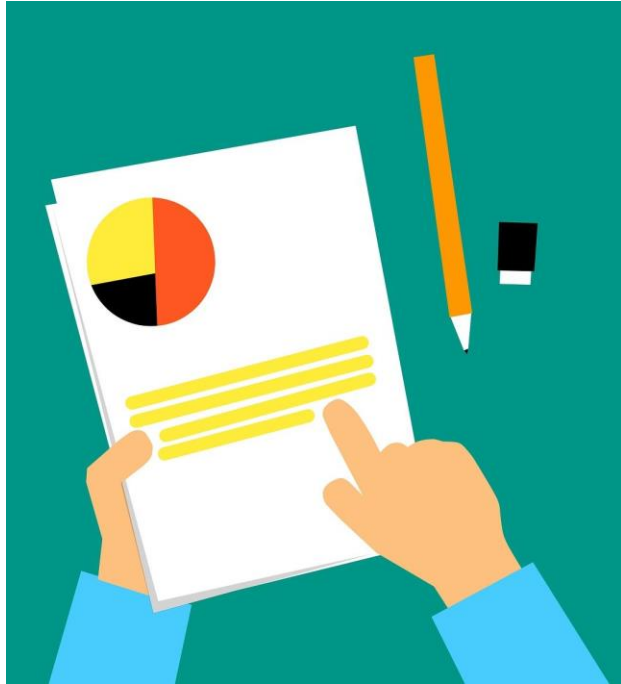
Top Codes

- KHF Top Codes are an aggregate list of the top 150-160ish utilized codes.
- Refreshed every year
- Use for fee schedules
- Confidential
- Why is it important?
 - Accurate coding at the practice
 - Update system with new & and deleted codes
 - Compare fees and reimbursement
 - Review for market changes
 - Used in contract negotiations
 - Additional revenue opportunities

Process

1. Practice pulls all codes used in prior year with the amount of times for each code
2. Submit to KHF
3. KHF aggregates all the practices data to one large list
4. Select the top 150-160 codes utilized
5. Remove deleted codes, add new codes, Covid, vaccine,
6. Submit proposed top codes to Contract Committee & PA Advisory Committee for approval Return Top Codes network
7. Add to Fee Schedules
8. Use Top Codes to evaluate/negotiate payor contracts and fee schedules increases

Practices will receive back...



- 2023 Top Codes list
- Bell Curve for E&M codes
 - Your practices
 - KHF network
 - Industry Standard
- New Patient Volume
- After hours visits
- Sick to well ratio
- **Steps for what to do next**

But wait there is more.....

■ Top Codes	\$50
■ Due 1/25/2023	
■ Received 43% network practices	
■ Salary Survey	\$50
■ Practice Survey	\$50
	<hr/>
	\$150



Must submit on time to receive the incentive

Next steps

February PA Meeting 2/16

- Receive Top Codes
- Tips on what to do next
- Overview of the Salary Survey
- Overview of benefit questions

March PA Meeting 3/16

- Overview of the Practice Survey
- Instructions
- Why it is important
- Tips on how to pull the data

Contracting Update

Liz Hogan

KHF Contacts

UHC

- New three-year agreement
 - Year 1 – 1% fixed increase
 - includes reconcile amount from underpayments
 - Year 2 – 3% fixed increase
 - Year 3 – 3% fixed increase
- Does not include performance metrics
- Effective 2/1/ or 2/15
- Awaiting terms and language

Humana- PCP Quality Recognition Program

- Effective 10/1/2022
- Awaiting Quality Reports

Fee Schedule Updates

- **Aetna – COLA update effective 12/15/2022**
- Aetna – 1/15/2023 Quarterly update
- Humana 1/1/2023 – Full Update to current year CMS
- UHC – 1/1/2023 Quarterly update
- UHC – February New rates
- Cigna 2/1/2023 – Quarterly update

TCCN Contracting Update

Liz

- Amerigroup- Value-based agreement retroactively effective Jan. 1, 2022
- Caresource – imminent
- Aetna – imminent
- Humana

KHF Credentialing APPs

Laura

- Database update
- Timeline coming soon
- Things to do in the interim :
 - Please review the APP's CAQH profiles to ensure the demographics, payor access status, and attestations are valid.
 - Please complete the Midlevel Survey , if you have not done so already.

Practice Administrator Liaison

Donna

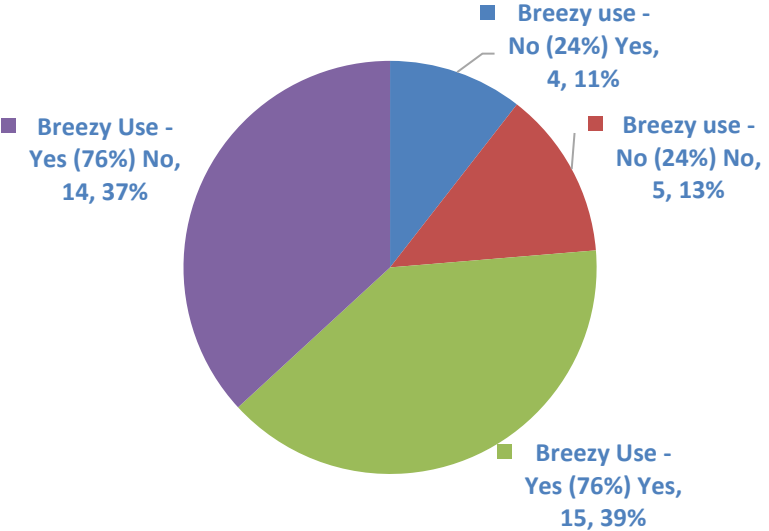
- CPR Recredentialing Vendor
- MD/NP Recruiting
 - Please send calls and CV's to Donna
 - Contact with Emory Resident Director
 - Locum Tenens providers
- PA Advisory Committee
- Disaster Preparedness

Value Added Services Update

- Vaccine Programs
 - KHF Merck
 - KHF Sanofi (vaccine and flu)
 - TCCN Seqirus Program (new)
 - TCCN GSK (vaccine and flu)
 - TCCN Pfizer
 - TCCN AstraZeneca

KHF RECRUITING PROGRAM

BREEZY HR USE VS. AD REQUESTS



BREEZY HR USE VS. AD REQUESTS	
	Number of Practices
Breezy use - No (24%)	9
Yes	4
No	5
Breezy Use - Yes (76%)	29
Yes	15
No	14
Grand Total	38

RESUME ACCESS VS. FILLED NOTIFICATION	
	Number of Practices
Inactive (13%)	5
No	4
Yes	1
Recruiter Assist (53%)	20
Email for Results	14
Yes	6
Self-serve (34%)	13
Email for Results	7
No	2
Yes	4
Grand Total	38

Quality Requirements

Please complete
Quality
Champion
Survey by
1/25/23



A Pediatric Clinically
Integrated Network

Dear TCCN Lead Physicians, Practice Administrators, and Quality Champions,

As we gear up for 2023 TCCN programming and activities we want to take a minute to make sure we have the best contact information for your Practice's Quality Champion. The Quality Champion serves a vital role and every practice has to select a designated quality champion. Please take a minute to click the link below to review the responsibilities of the TCCN Quality Champion and respond with the name and contact info for the person filling this role for your practice.

Please respond to this email by 1/25/23.

[Quality Champion Survey](#)

The Children's Care Network

Phone: 404-785-0101 | Visit us at www.tccn-choa.org
Please add contact@tccn-choa.org to your list of trusted senders

"Great pediatric doctors and leading children's hospitals improving healthcare and the health of our children... because our children deserve it!"

2023 Primary Care Program Requirements

- Complete 2023 Program Attestation which will contain the below requirements:
 - That the practice adheres to the network minimum standards for Asthma Action Plan, Depression Screening, and BMI Coding
 - That the practice attests to recall patients to impact contracted metrics and implement other interventions as needed
 - Additional survey questions pertaining to capture of race and ethnicity and the age that the practice transitions patients to adult care
 - And the additional 2023 program requirements below
- Practice Quality Champions attend/watch recorded webinar outlining responsibilities of the Quality Champion
- Attend at least one Clinical Quality Forum which includes DEI Education
- Complete Behavior Health Practice Readiness Survey (5 questions) – Potential MOC Part 4



Potential Additional Activities

Code for results of depression screening : positive (G8431), negative (G8510)
patient not eligible (G9717)

Meeting Requirements

Laura

Save the Dates!!!!

**TCCN Required CQF: March 23rd
6:30pm - Webex**

**KHF Annual Meeting: March 29th
6:30pm – In Person**



Staffing Update

Patsy Chastain has taken the new Provider Relations Manager position!



Payor Updates

Patsy

- CareSource:
 - IMA Recall report sent 1/10/2023.
 - Action: Fill in dates and return.
- Peach State:
 - If your practice accepted the settlement, checks are slowly being distributed.
 - Remaining practices have been contacted with status updates.

Payor Updates

Domonique

- Humana
 - Vaxneuvance (CPT 90671) Denials
 - Denials started 12/01/2022- clearinghouse not accepting the CPT code.
 - Submitted a ticket to Humana with the denials 01/10/2023
 - More details to come on the status

**Any additional items for
discussion?**

THANK YOU

