

What is MIPS

COACHING AND ATTESTATION ASSISTANCE PROGRAM

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What is MIPS

What is "MACRA"?

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- ▶ The **Medicare Access and CHIP Reauthorization Act of 2015 (MACRA)** is a bipartisan legislation signed into law on April 16, 2015.

What does Title I of MACRA do?

- ▶ **Repeals** the Sustainable Growth Rate (SGR) Formula
- ▶ **Changes the way that Medicare** rewards clinicians for **value** over volume
- ▶ **Streamlines** multiple quality programs under the new **Merit-Based Incentive Payment System (MIPS)**
- ▶ Provides **bonus payments** for participation in eligible alternative payment models (APMs)

What is MIPS

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MIPS changes how Medicare links performance to payment

There are currently multiple individual **quality and value** programs for Medicare physicians and practitioners:

Physician Quality Reporting Program (PQRS)

Value-Based Payment Modifier

Medicare EHR Incentive Program

MACRA streamlines those programs into **MIPS**:

Merit-Based Incentive Payment System (MIPS)

What are the MIPS Categories?

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MIPS Performance Categories

A single MIPS composite performance **score** will factor in performance in **4 weighted performance categories** on a 0-100 point scale:



Quality



Resource use



Clinical practice improvement activities



Advancing care information







MIPS Composite Performance Score (CPS)

MIPS CPS Calculation is Complex

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PROPOSED RULE MIPS: Performance Category Scoring

Summary of MIPS Performance Categories		
Performance Category	Maximum Possible Points per Performance Category	Percentage of Overall MIPS Score (Performance Year 1 - 2017)
 Quality: Clinicians choose six measures to report to CMS that best reflect their practice. One of these measures must be an outcome measure or a high-value measure and one must be a crosscutting measure. Clinicians also can choose to report a specialty measure set.	80 to 90 points depending on group size	50 percent
 Advancing Care Information: Clinicians will report key measures of interoperability and information exchange. Clinicians are rewarded for their performance on measures that matter most to them.	100 points	25 percent
 Clinical Practice Improvement Activities: Clinicians can choose the activities best suited for their practice; the rule proposes over 90 activities from which to choose. Clinicians participating in medical homes earn "full credit" in this category, and those participating in Advanced APMs will earn at least half credit.	60 points	15 percent
 Cost: CMS will calculate these measures based on claims and availability of sufficient volume. Clinicians do not need to report anything.	Average score of all cost measures that can be attributed	10 percent

What is MIPS

Who must comply in 2017?

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► 2017 – 2018 Performance Years

- ✓ Physicians (MD, DO [including osteopathic practitioners], doctor of dental medicine, doctor of dental surgery, doctors of podiatric medicine and doctor of optometry), physician assistants, nurse practitioners, clinical nurse specialists, certified registered nurse anesthetists and, with respect to certain specified treatment, a doctor of chiropractic legally authorized to practice by a state in which s/he performs this function

► 2019 and Thereafter*

- ✓ Physical & occupational therapists, speech-language pathologists, audiologists, nurse midwives, clinical social workers, clinical psychologists and dietitians or nutrition specialists

** These are not a definite at this time. The secretary MAY include those professionals to be eligible starting 2019.*

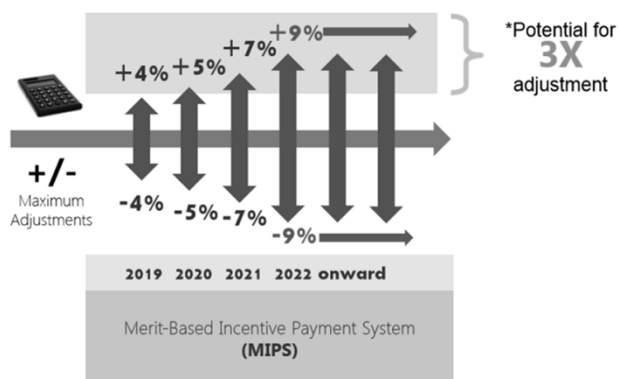
What is MIPS

How much can MIPS adjust payments?

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- The clinician Composite Performance Score (CPS) compared to the overall MIPS threshold will determine your payment adjustment (positive, negative or neutral)
- Scaling factor of 3 x yearly percentage can be applied to maintain budget neutrality

Note: MIPS will be a **budget-neutral** program. Total upward and downward adjustments will be balanced so that the average change is 0%.

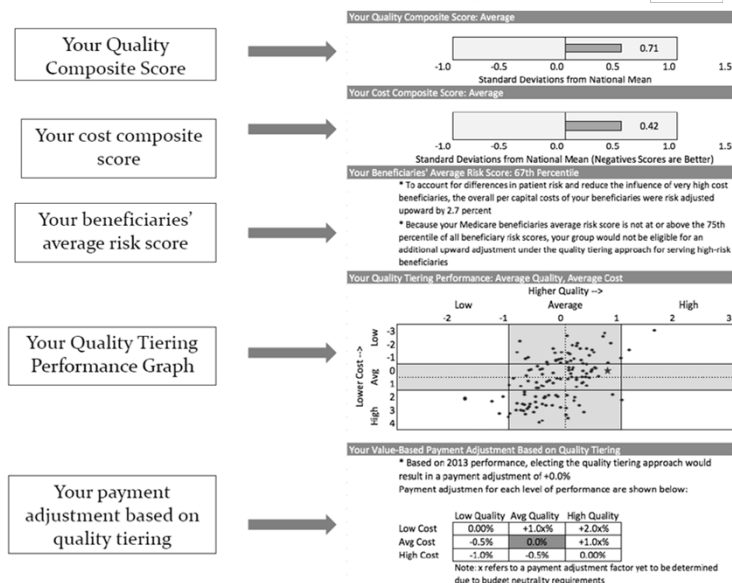


What is MIPS

QRUR Snapshot

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<https://portal.cms.gov>

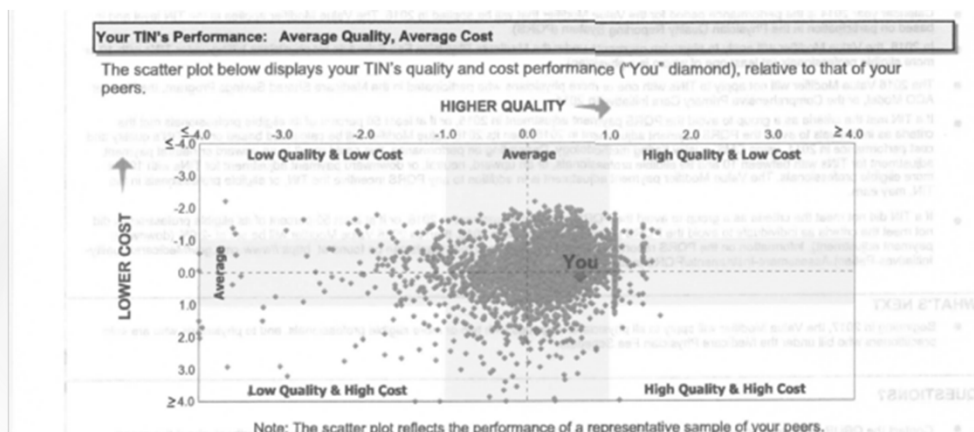


What is MIPS

QRUR Snapshot – TIN's Performance Matrix

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What is MIPS

Quality – Value Based Payment Modifier Matrix

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- The current Value Based Payment Modifier Program is being rolled into MIPS. If you look at it, it is very similar to the QRUR report and the MIPS adjustment (scaling) factor.

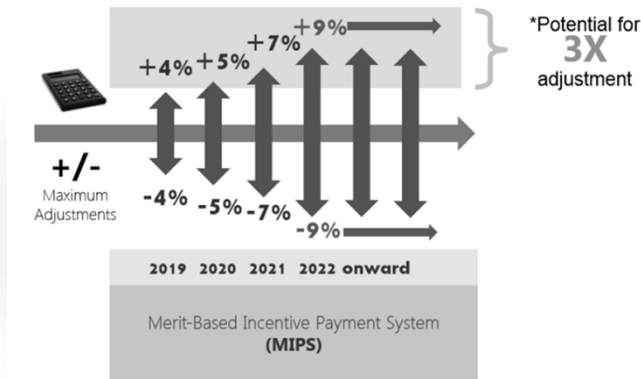
- ❑ As more providers participate, the amount will decrease.
- ❑ Adjustment factor (x) will change from year to year.

Quality/Cost	Low Cost	Avg. Cost	High Cost
High Quality	+4.0x*	+2.0x*	+0.0%
Medium Quality	+2.0x*	+0.0%	-2.0%
Low Quality	+0.0%	-2.0%	-4.0%

What is MIPS

Going beyond Medicare to all Payers?

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- MIPS is **not just about Medicare**, CMS has stated that their **goal** is to get **all insurance companies** to support this program, so if you don't do a lot of Medicare that won't be an excuse for long.

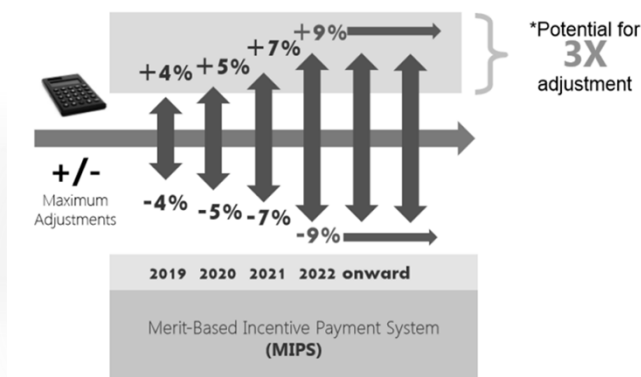
- We anticipate that **all major insurance companies** will join this program

...And why wouldn't they if they have the opportunity to reduce your reimbursement?

What is MIPS

Budget Neutral with More Losers than Winners

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- MIPS is a **budget neutral program** by having incentive payments (awarded to Eligible Clinicians that comply) offset by penalties (for Eligible Clinicians that do not comply)

- The program has a **two year lag period** between reporting and receiving incentive/penalties, so many Eligible Clinicians *may incur the penalties* without realizing that the program has begun

What is MIPS

Why should you be concerned?

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MACRA's impact

Solo and small practices will get hit hardest under the new incentive payment system

Practice size	Eligible clinicians	Percentage likely to be penalized	Percentage likely to get bonus
Solo	102,788	87%	12.9%
2-9	123,695	69.9%	29.8%
10-24	81,207	59.4%	40.3%
25-99	147,976	44.9%	54.5%
100 or more	305,676	18.3%	81.3%
Overall	761,342	45.5%	54.1%

Source: CMS

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How can STI help?

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- ▶ STI wants to help you to maintain your ***independent practice*** status and **meet** the MIPS requirements, but it is going to take a lot of work and assistance from STI to do so.
- ▶ We believe most Eligible Clinicians will need assistance from their EMR vendor to meet the goals of this program.

What is MIPS

You Need an EMR

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- ▶ MIPS is all about your patient data which means you need to have an **EMR** by 1/1/2017 to participate.
 - STI needs to pull data from your EMR for reporting and we can only do that if you use our EMR.
- ▶ If you don't currently have ChartMaker® Clinical (EMR) we can only help you if you implement **prior to 12/31/2016**.

What is MIPS

You Need the Full Clinical EMR

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- ▶ If you use the ChartMaker® Lite (EMR) you need to upgrade to the full Clinical (EMR) to capture all of the data required by MIPS **prior to 12/31/2016**.
- ▶ If you don't have the ChartMaker® Clinical (EMR) complete the Sign Up Form and Request an EMR Quote from STI Today.

What is MIPS

How can STI help?

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The MIPS Assistance Program

- ▶ \$250/month/practice and the first provider, and \$125/month for each additional provider in the same practice
- ▶ **An STI MIPS Coach** will be assigned to your practice to help the providers enrolled in the program work towards meeting the goals for MIPS
- ▶ **Monthly webinars** that will provide educational information on MIPS and educate you on how to prepare and respond

What is MIPS

MIPS Assistance Program

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2016 Program Inclusions:

Kickoff meeting

- ▶ Assist provider(s) in accessing QRUR reports starting with 2013, and begin analysis. Review reports to determine current standing and identify any deficiencies; Assess current status for PQRS reporting and Meaningful Use attestation and recommend necessary adjustments

2017 Program Inclusions:

1st meeting (onsite)

- ▶ Select the Quality Measures to report on; Make changes for Advancing Care Information documentation to meet the required objectives

Touch base call

- ▶ Short phone meeting between MIPS Practice Coordinator and Coach to discuss progress and answer questions

2nd meeting (web)

- ▶ Review the provider(s) Performance Reports (formerly QRUR); Review status of Quality Measures and Advancing Care Information dashboard

Touch base call

- ▶ Short phone meeting between MIPS Practice Coordinator and Coach to discuss progress and answer questions

3rd meeting (onsite)

- ▶ Select and begin implementation of Clinical Practice Improvement Activities

Touch base call

- ▶ Short phone meeting between MIPS Practice Coordinator and Coach to discuss progress and answer questions

4th meeting (web)

- ▶ MIPS attestation

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MIPS Assistance Program

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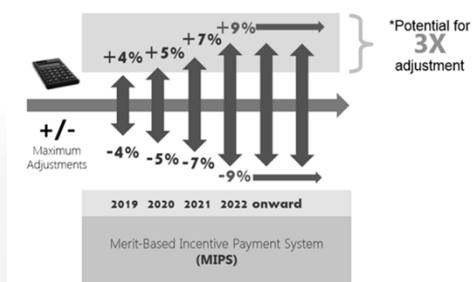
Program Requirements:

- ▶ Implement or use **ChartMaker® Clinical** (EMR) by January 1st 2017
- ▶ Enroll in the **STI Health Portal** program
- ▶ **Not opt-out** of the data collection program
- ▶ Access your **QRUR** "performance report" starting with year 2013 and provide it to your STI MIPS Coach
- ▶ Assign a **MIPS Coordinator** to monitor each monthly webinar and **participate** in the Coaching and Attestation Assistance Program

What is MIPS

STI's MIPS Program Benefits Early Adopters

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- ▶ Adjustment Factor for Incentives/Penalties: More are paid out than taken in, but to less Eligible Clinicians. Do the math 3 reductions for every incentive?
- ▶ Early on, many Eligible Clinicians will not even know that the program exists, and many will not understand how to comply because of the complexity of the program

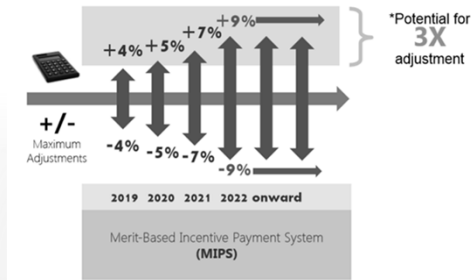
*...So those who **participate early** have a better chance of earning incentives!*

What is MIPS

Cost/Benefit of the MIPS Assistance Program

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- If all insurance companies participate, the range of penalties to incentives in the program is from a **negative 9% to a positive 27%** (based upon the reporting year and adjustment factor) of your total insurance revenue
- Your practice will fall somewhere in this range

What is MIPS

Cost/Benefit of the MIPS Assistance Program

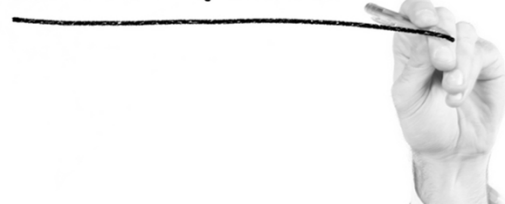
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BOTTOM LINE:

- If you **do nothing** you will incur a **penalty** between 4% and 9% based upon the year that you attest
- If you **participate** you could receive an **incentive** as much as 27% at the present plan (the final rule to be released soon will tell us more)

BOTTOM LINE



What is MIPS

Cost/Benefit of the MIPS Assistance Program

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Program Details:

- ▶ We offer our MIPS Assistance Program for \$250/month/practice and first provider, and \$125/month for each additional provider in the same practice.
- ▶ Here's how we arrived at that cost:
 - Based upon the costs of coaching your practice and assisting with MIPS attestation, we set our goal to be about 1% of typical provider's gross receipts. Additional providers require less work so the fee is reduced.
 - Paying monthly helps your cash flow and spreads out the cost.

What is MIPS

Cost/Benefit of the MIPS Assistance Program

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Program Details:

- ▶ So after you pay the cost of about 1% for STI assistance, you could potentially make **between 3% and 26% more revenue** as opposed to doing nothing and taking the penalty

...That's a pretty good investment opportunity!

Note: STI cannot guarantee that you won't be penalized or that you will attain an incentive

What is MIPS

What you need to do?

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- ▶ **Implement** the ChartMaker Clinical EMR and schedule training now
- ▶ **Sign up** now for the MIPS Assistance Program ...*we need time to get ready, understand how many physicians want our help, and there is no charge until October 1st, 2016!*
- ▶ **Attend** the monthly MIPS webinars to learn more

What is MIPS

What you need to do?

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- ▶ Decide **no later than September 30th, 2016** whether or not you plan to continue with the MIPS Assistance Program. If you do, STI will:
 - Assist with PQRS for 2016 at no charge,
 - Begin planning for MIPS in 2017,
 - Billing on your credit card will begin on October 1st, 2016 for a term of 15 months. You have the option to continue for additional 12 month terms.

What is MIPS

What you need to do?

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To qualify, you must be using ChartMaker® Clinical (EMR):

- ▶ If you do not currently use ChartMaker® Clinical (EMR), please contact me or your salesperson and we will provide a price quotation for the ChartMaker® Clinical (EMR) with installation and training prior to January 1st 2017.
- ▶ We will send everyone that attended today a copy of the presentation with a form to request a ChartMaker® Clinical (EMR) quote and a sign-up form or go on line to <http://sticomputer.com/mipsassistanceprogram>

...Please register or return promptly!

Revenue Cycle Management

RCM with MIPS Assistance Program

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Revenue Cycle Management is not about a reduction of staff, it's about a better use of your medical staff, the quality of work, and not having to hire more people.



- ▶ You have more time to handle patient care issues, we provide the knowledge to keep you compliant with industry changes, your staff is happier and you have more money.
- ▶ Clients using the Revenue Cycle Management program from STI or an STI RCM Partner receive billing and collection assistance, and a 25% discount on the MIPS Assistance Program.
- ▶ RCM monthly fees are based upon your gross practice revenue

...For an exact price quotation and details of this program, contact your STI salesperson or RCM Partner!

What is MIPS

Sign Up Instructions & Questions

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We will send everyone that attended today a copy of the presentation with a form to sign-up or sign-up on line at

<http://sticomputer.com/mipsassistanceprogram>