



Maine Health
Management Coalition
*Bringing Healthcare Value
to the People of Maine*

Quality Counts!

Measurably Improving Health and Healthcare for Maine
A participant in the Robert Wood Johnson Foundation's Aligning Forces
for Quality initiative to improve health and health care in Maine.

DHA Connecting You to
Health Coverage
& Health Quality

October 4, 2010

To Maine Primary Care Practices:

The Maine Health Management Coalition, the Dirigo Health Agency's Maine Quality Forum, and Quality Counts invite you to participate in the "PTE Physicians - Cost of Care" Initiative, an effort to further strengthen the primary care base in Maine. This effort builds on the work of the Maine Patient Centered Medical Home (PCMH) Pilot to provide practices with claims-based cost and utilization data in a practice performance report originally developed for Pilot practices. We are pleased to announce that we are able to make these reports available to additional Maine primary care practices in an effort to spread these improvement efforts.

Below are instructions on how to sign up by November 5, 2010 to receive utilization and cost of care reports on your practice.

These reports, produced by Health Dialog using claims data from the Maine All-Claims Paid Database, are being offered at no cost to practices as part of the "PTE Physicians - Cost of Care Initiative." We will also offer educational webinars and meetings to help practices understand and effectively use this data. This initiative will provide practices with an opportunity to examine the costs and resource use of their practices, and compare their performance to other primary care practices around the state.

For the past several years we have focused on measuring, reporting, and improving the quality of care delivered by primary care practices. By providing practices with this new type of claims-based report using data from all commercial health and plans and MaineCare, we hope to help practices now begin to additionally understand their utilization of services and related costs. These reports use a framework previously introduced by the Dartmouth Atlas to describe performance using the following three categories:

- Effective care
- Supply sensitive care
- Preference sensitive care

We hope that practices will benefit from pay for performance initiatives by using these reports. In 2011, the Maine Health Management Coalition will begin reporting on its Pathways to Excellence (PTE) website, primary care practices who have engaged in this effort to use these reports to examine their costs and commit to improving their resource utilization and cost of care.

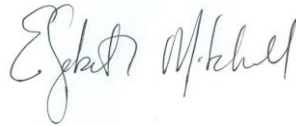
The reports will be provided to participating practices at no cost, and will be run in early November 2010 using the most recent claims data available with distribution targeted for January 2011. In order to participate in this initiative, practices must complete the attached Memorandum of Agreement by **November 5, 2010.**

If you have any questions about this program, please contact Stephanie Pratt at stephaniepratt@gmail.com, 207-577-9113 or Ted Rooney RN, MPH, MHMC Project Leader, at trooney@mehmc.org, 207-729-4929.

Thank you!

J. Cutler, MD

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Maine Quality Forum



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October 4, 2010

PTE Physicians – Cost of Care Initiative

Memorandum of Agreement for Participation

Introduction: The Maine Health Management Coalition, the Dirigo Health Agency’s Maine Quality Forum, and *Quality Counts* are leading an effort to provide tools, information, and best-practice examples of practice transformation to support statewide implementation of the primary care Patient Centered Medical Home (PCMH) model. The Maine PCMH Pilot is a 3-year effort to implement the PCMH model in 26 primary care practices across the state. We are now expanding those efforts to introduce the “PTE Physicians - Cost of Care Initiative” and offer claims-based reports of practice performance to additional primary care practices that make a commitment to transforming to a more patient-centered, high quality, and efficient model of care. This Memorandum of Agreement serves to outline the anticipated benefits and expectations for primary care practice sites that elect to participate in this initiative.

The foundation of this new initiative is based on the Maine PCMH initiative and derives from its mission and vision. The mission and vision of the PCMH are:

Mission: The PCMH will support the implementation of patient centered models of care that will provide and support effective, efficient, and accessible health care.

Vision: The Patient Centered Medical Home model provides effective, efficient, and accessible health care, and will deliver sustainable value to patients, providers, purchasers, and payers. We seek to support the PCMH by appropriate payment from payers.

The goal of the three organizations is to eventually spread the learnings and support from the Maine PCMH Pilot to all PCP practices in Maine. Whereas many practices have access to clinical quality information, this initiative will provide practices with an opportunity to examine the costs and resource use of their practices, and compare their performance to other primary care practices around the state.

Benefits of Participation

The PTE Physicians - Cost of Care Initiative builds on the experience of the Maine PCMH Pilot, and offers an opportunity for primary care practices to access tools, information, and best practice examples to support them in their efforts to make significant improvements in their systems of care for all patients in their practice. Participants in this initiative will receive the following benefits:

- Claims-based reports produced by Health Dialog that will provide information on practice performance using quality, cost, and resource utilization measures
- Support for using this data for improvement, to be provided through webinars, a regional learning sessions, and potentially other opportunities for collaborative learning with primary care practices
- Recognition as a practice committed to improving primary care resource use and a leader in transforming primary care

PTE Physicians – Cost of Care Initiative

Expectations of Participating Practices – Primary care practice sites participating in the Maine PTE Physicians - Cost of Care Initiative are asked to commit to the following:

1. Submit current demographic data on the practice and providers within the practice for the Maine Provider Database, using the online data collection tool at http://www.surveymonkey.com/s/MaineProviderDatabase_DataInput.
2. Participate actively in the Maine Health Management Coalition’s Pathways to Excellence program for performance measurement and public reporting of quality data.
3. Participate in **one** “PTE Physicians - Cost of Care Initiative” webinar and **one** Learning Session in January – February 2011. (Learning sessions will be offered in 4-6 regions around the state.)

During those sessions we will review how practices can be recognized for committing to assessing and improving care processes and structures within the practice, including a plan to identify at least 2-3 specific opportunities to reduce waste and avoid spending within the practice.

Practice name (site): _____

Practice Mailing Address _____

Physician or Nurse Practitioner/Physician Assistant Leader:

Signed: _____ Date: _____

(Name): _____

Email: _____ Tel: _____

Practice Manager or lead Administrator:

Signed: _____ Date: _____

(Name): _____

Email: _____ Tel: _____

Please fax MOA to MHMC at (207) 899-3207 or scan and email to Tricia Johnson at TJohnson@mehmc.org by November 5, 2010.

If you have any questions about this program, please contact Pathways to Excellence Project Leaders Stephanie Pratt, stephaniegpratt@gmail.com 207-577-9113 or Ted Rooney RN, MPH, trooney@mehmc.org, 207-729-4929.