



## Message from the Board Chair and Medical Director:

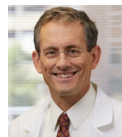
*Wayne L. Meyer, MD, and Mindi Cohen, DO*

We are excited to kick off another year with the Physician Alliance. This is an exciting time for our network as we continue to build towards providing better care and better results. We ended 2022 with the annual meeting on Dec. 1. With over 100 members in attendance, key accomplishments and initiatives were discussed, along with networking among members and key CIN partners such as PicassoMD. The evening included a special keynote from Stacey Richter, the host of the Relentless Health Value podcast and Co-President of Aventura Health Group. Other speakers included **Aaron Cohen**, President, Physician Enterprise and **Kashif Firozvi, MD**, In-Network Care Committee Chair.

As we begin our work together this year, the focus will be on the following initiatives:

- Practice Engagement and Participation
- Optimized Data Analytics
- Advance In-Network Care
- Leverage Care Navigation Capabilities
- Expand Network into Washington, D.C.
- Continue Success in Value Based Contracts

It has been an honor to serve the Alliance the last several years. Despite the many challenges of COVID-19, the Alliance continued to grow its membership, achieved success with value-based contracts and improved quality through lower hospital readmission, lower emergency department use and better diabetes control in our patient population. We look forward to more success in 2023!



**Wayne L. Meyer, MD**  
*Board Chair*



**Mindi Cohen, DO**  
*Medical Director*

### Our Mission

Working together to improve the quality of care and patient outcomes through collaboration and innovation.



## Board Update

The board of directors met in February 2023 to approve the revised **Participation Requirements and Reconciliation Process** below. **12 points are required for physicians and 8 points are required for specialists.**

Proposal: CIN Practice Membership Requirements and Reconciliation Process					
No.	Membership Requirement	Points Per Meeting	Total Potential Points	Monitor Process	Type of Provider
1	Attend Annual Meeting (Practice Representative)	2	2	QR Code Attestation	All Providers
2	Attendance by practice representative in Quality (Will include In-Network Care Updates) meetings	1	4	Teams Attestation	All Providers
3	Attendance at CIN Board and Sub-Committees (Quality, Contracting, In-Network Care)	1	4	Teams Attestation	Committee/Board Members
4	Each practice in the Shared Savings Program will need to identify a Champion to address Gaps in Care	1	1	Excel List	PCP
5	Practice Champion to access sFTP to address Gaps in Care quarterly	1	4	SFTP Site	PCP
6	Engagement with Care Managers and Care Transformation Team in practice transformation efforts, minimum 5x/year	1	5	Jackie/CN Team	PCP
7	Additional Educational Meetings/Networking Events/Practice Manager Meetings	1	4	Teams Attestation	All Providers
8	Practice lead provider and practice champion expected to communicate the CIN initiatives and goals with their practice at a minimum quarterly	1	4	Annual Attestation	All Providers

## New Membership Logo



We are excited to showcase our new Physician Alliance name and brand. We kindly encourage our proud members of the Physician Alliance to display this membership logo on your website. We will send a future communication with the logo and the AHC guideline details.

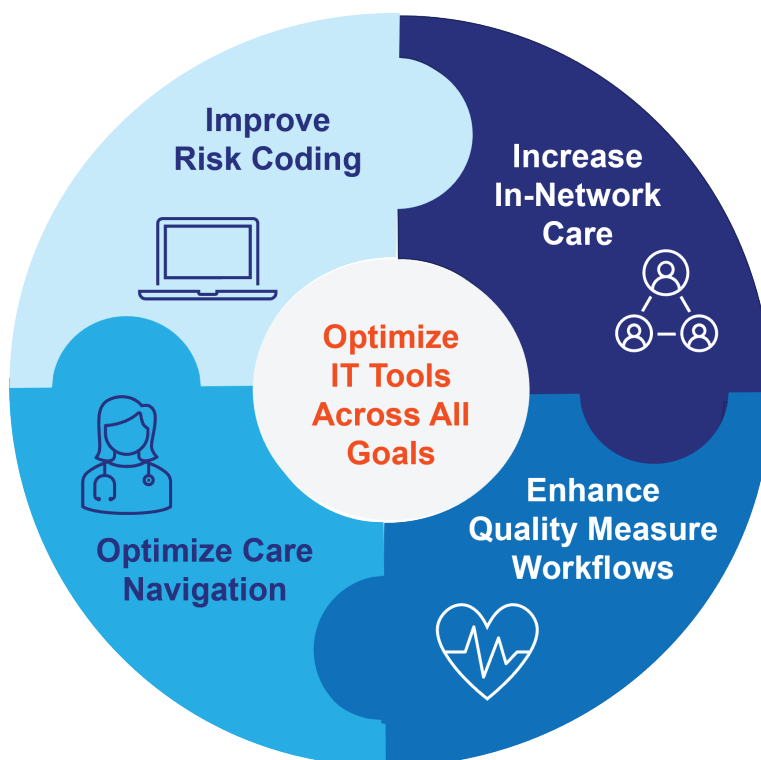


## Quality Meeting Update

### Physician Alliance Goals

The Quality Meeting reviewed the Physician Alliance Goals for PY2023. The Physician Alliance plans to implement and optimize IT tools in order to be successful in the following areas:

- **Increase In-Network Care** to our high quality, lower cost providers
- **Enhance Quality Measure Workflows** to improve patient outcomes
- **Optimize Care Navigation** to increase patients enrolled in longitudinal care
- **Improve Risk Coding** to enhance our performance in value based care contracts





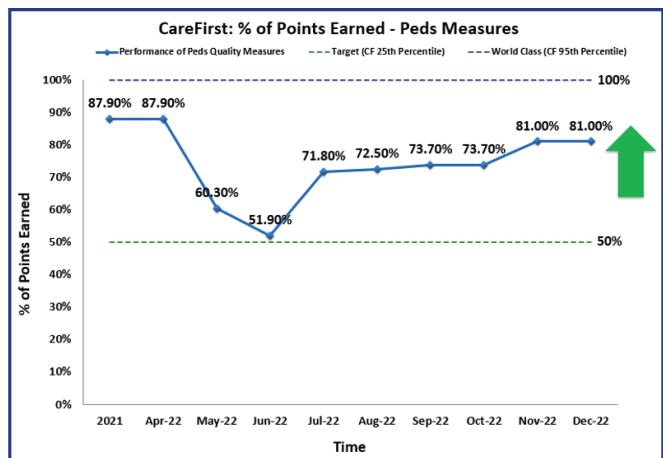
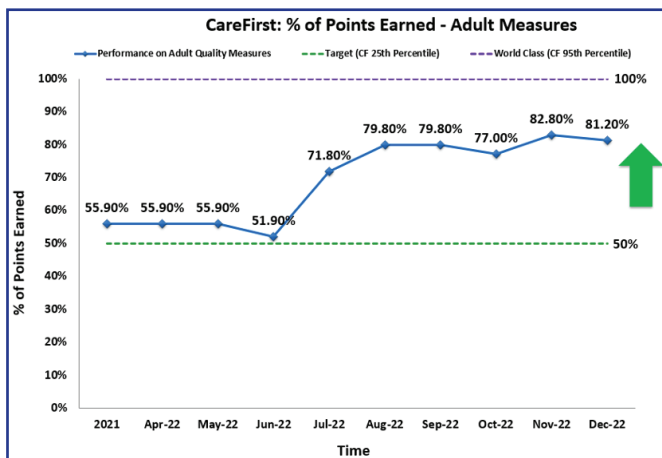
## Quality Meeting Update *(continued)*

### CareFirst ACO PY2022 Quality Results

We are excited to announce our great performance in the CareFirst ACO Program for PY2022. We ended the year scoring 81% in the adult measures and 81% in the pediatric measures. This was possible by closing gaps in care and through the following initiatives:

- Create monthly Gaps in Care reports and upload to the sFTP site
- Patient outreach by practices/care navigators
- Successful FigMD EMR integration

Below is our 2022 month over month progress in the Adult and Pediatric CareFirst ACO Program:



### Aetna PY2022 Quality and Efficiency Results

The Physician Alliance performed above target in the Aetna P4PA program as of Q2 2022 through the below initiatives.

- Create monthly Gaps in Care reports and upload to the sFTP site
- Patient outreach by practices/care navigators

## In-Network Care

### Workgroup Update

**The key areas of focus in 2023 for the In-Network Care Committee and Workgroup include:**

- Distribute in-network care data
- Collaborate with PCP's that are referring out of network, to high-cost specialists and discuss benefits of supporting an integrated, lower cost network
- Create networking opportunities by hosting in person events at specialty offices
- Collaborate with CareFirst to educate specialists on cost ranking methodology and share improvement strategies
- Continue to distribute monthly CIN Referral Directory
- Utilize PicassoMD to initiate curbside consults and direct referrals

### Spotlight: PicassoMD

PicassoMD is the preferred partner to enable our providers to communicate through a HIPPA compliant platform and help with making referrals easier. The last few months there has been a large uptake of providers enrolling with PicassoMD. If you haven't joined, use the QR code to sign up!



For questions and clinical support, reach out to **Flynn O'Neill, NP**, Senior Market Lead at [Flynn@PicassoMD.com](mailto:Flynn@PicassoMD.com) or **203-858-9470**.

### SFTP Site Updates

The Quality Committee is working on enhancing communication regarding physician scorecards.

The communication tool used is a SFTP site which now includes important data information. Login to the SFTP site using your login credentials to view the available data below:

- Gaps-in-Care
- Comprehensive Measure Dictionaries (Aetna, CareFirst, Cigna)
- Practice Level Scorecards
- CareFirst High-Cost Risk Report
- Brand vs. Generic Medication List



## Focus on Payors

### Shared Savings Rewards

**Congratulations Physician Alliance members for earning a \$1,156,428 reward for PY2021 from Aetna and CareFirst. This truly represents your hard work and collaboration!** The Board approved the distribution plan for the Aetna and CareFirst shared savings rewards for the 2021 performance year. Checks for practices that opted into the Aetna and CareFirst shared savings plan were issued between Dec. 19 – 21, 2022. If your practice opted into either the Aetna or CareFirst shared savings programs for 2021, but did not receive a check, please email us at [OHQA\\_AHC@AdventistHealthCare.com](mailto:OHQA_AHC@AdventistHealthCare.com).

### United Healthcare Shared Savings Agreement Update

The terms of the United Healthcare shared savings agreement, currently in negotiation, was discussed at the last Contracting Committee meeting on Oct. 11. The committee recommended the board of directors approve a floor for the trend, which was approved at the Board Member meeting on Oct. 27. We are currently awaiting United to respond to our trend proposal. If approved, terms of the shared savings agreement will be sent, and each practice will have the opportunity to opt into the agreement for the next performance period.



## Practice Spotlight



Adventist HealthCare Cardiac Associates provides a full range of cardiology services across the Washington, D.C., region, in five convenient locations. The expert heart care team includes 18 physicians and nurse practitioners. As one of the largest cardiology practices in Montgomery County, the practice has been providing world-class heart care for over 50 years.

#### Specialties:

- General Cardiology
- Structural & Interventional Cardiology
- Electrophysiology
- CT Angiography & Cardiac Imaging
- Venous and Lymphatic Medicine
- Peripheral Arterial Medicine

#### Referrals:

Call 301-670-3000

#### Locations:

Rockville, Germantown,  
Silver Spring, White Oak



## Care Navigation

The Care Navigation Team continues to enroll high risk, high cost patients in care management to improve and coordinate care for the most complex patients, facing multiple chronic conditions, and assessing for social and behavioral health needs. The goal is to improve transitional care and reduce readmissions.

### Below are the total patient touchpoints and encounters for PY2022:

- **Patient Focus Areas:** Discharges, Social Needs, High Risk
- **Important Care Navigation Interventions:** Logistic Support, Self-Management, Assessing for Social Needs
  - 6,778 patient encounters
  - 5,049 patients enrolled in Episodic or Longitudinal care
- **Important Priority Outcomes:** Readmissions, IP Admissions, ED Utilization, Diabetes
- **Additional Needs:** Palliative Care and Hospice, Medication Cost, Mental Health Support, Weight Loss Programs, Post Operative Patients



## Care Navigation Testimonials

“**Lucy** has been amazing! She has provided great resources, responded quickly when I have questions and made trips to my house to drop off materials needed. Elderly care needs more people that truly care like Lucy!”

“**Fabiola** was most supportive providing ideas and suggesting resources that would help me getting back to wellness. Thank you!”

## Care Transformation Organization (CTO) Update

We are pleased to announce seven new practices were accepted into the Maryland Primary Care Program (MDPCP) through the Centers for Medicare and Medicaid. The One Health Quality Care Transformation Organization has grown to include 28 practices. The goal of the CTO is to support the MDPCP practices to advance in the five primary care functions of the program (access and continuity, care management, comprehensiveness and care coordination, patient and caregiver experience, and planned care for health outcomes) and achieve performance-based incentive payments.

### Please join us in congratulating the practices below:

- Family Medicare, LLC
- AllCare – Pikesville
- Comprehensive Primary Care Associates, LLC – Chevy Chase
- Jeremy J. Janssen, MD, PC
- AllCare – Bethesda
- AllCare – Ellicott City
- Benjamin F. Papoi, PC

*Now Open in Fort Washington:*

## Vascular Lab at Adventist HealthCare Adventist Medical Group

Adventist HealthCare is opening a new Vascular Laboratory at Adventist Medical Group Primary Care, located on Indian Head Highway. The Vascular Lab offers Ankle-Brachial Index (ABI) and Vascular Duplex Sonograms which include:

- Carotid
- Hemodialysis access and mapping
- Aorta
- Upper and lower arterial and venous studies
- Screening and diagnostic studies

**Carl Williams, MD**, Medical Director, and **Valeria Carrillo, BS, RVT**, Technical Director and lead vascular technologist will be leading the vascular laboratory.



### Location:

10709 Indian Head Highway  
Suite D  
Fort Washington, MD 20744

For screening and diagnostic vascular testing,  
call **240-724-6018** to schedule an appointment.



## In Memoriam

### Visha Dinesh, MD, 1978 - 2023

It is with great sadness that we announce the passing of Dr. Visha Dinesh, on January 3, 2023 at the age of 44.

Visha Dinesh, a.k.a Visalakshi Thirumangai a.k.a Mangai, was born in Madurai, Tamil Nadu and spent the last 20 years of her life living in Northeast U.S.A. She attended Madurai Medical college and her Residency at Interfaith Medical Center, Brooklyn, NY and went on to practice Internal Medicine as a Primary Care Physician.

Visha was a loving wife of Dinesh and devoted mother of Harshini and Harsha. She was a kind and generous person who always put the needs of others before herself. She will be deeply missed by her family, friends and her patients who her work greatly impacted.

In lieu of flowers, the family asks that donations be made at [tnfusa.org/visha-dinesh-memorial-fund](https://tnfusa.org/visha-dinesh-memorial-fund). We will always cherish the memories we have of Visha Dinesh and are grateful for the time we were able to spend with her.

IN REMEMBRANCE OF  
*Visha Dinesh*



## Save the Date

**Contracting Committee:**  
*April 11 July 11 October 10*

**CIN Board of Directors Meetings:**  
*April 27 July 20 October 19*

**In-Network Care Committee:**  
*May 3 September 13 December 14  
March 14*

**Quality Meetings:**  
*May 10 August 9 November 8  
February 7*

**CIN Practice Manager's Meetings:**  
*June 8 October 19 March 15*