

## Chairman's Update

Dear Beaumont ACO members:

It has now been over seven years since we began the work of the Beaumont ACO and we have been moving forward with great success in both savings and quality outcomes in each of those years. I want to take a moment to thank our physician members and their staff for the effort that you all have made to make this organization a great success story as one of the most successful ACOs in the country.

On behalf of the board of directors I want to personally invite each private practice physician on the medical staff of one of the eight Beaumont Health hospitals to join our organization and begin to enjoy the fruits of our success. We have much to offer and some of the benefits are identified throughout this newsletter. Please read the important news inside.

Our success has been guided by, and based upon, our founding principles of Trust, Transparency and Physician Leadership. We have been physician led since our inception and we will continue to be physician led. We have been transparent with our entire membership regarding our revenue; specifically we have identified precisely how each value-based (incentive) payment is calculated and we are always available to discuss any concerns that our membership may have regarding those distributions.

In addition to the benefits associated to our guiding principles of Trust, Transparency and Physician Leadership, below are some of the benefits you may receive as a member of the Beaumont ACO:

1. **MACRA Reporting:** Beaumont ACO members that participate in our MSSP contract are assisted with the reporting requirements of the Center for Medicare and Medicaid Services (CMS). Reporting as a group reduces the reporting requirements of individual physicians.
2. **PCMH designation:** the Beaumont ACO will assist your practice in securing the Blue Cross Blue Shield of Michigan (BCBSM) Patient Centered Medical Home (PCMH) designation. This designation can earn physicians up to a 50% Value Based Reimbursement (VBR) adjustment (formerly referred to as an uplift) from BCBSM.
3. **Incentive payments:** the Beaumont ACO has literally distributed millions of dollars to our members as a result of the myriad incentive opportunities that we offer.
4. **Opportunities for New Contracts:** the Beaumont ACO is continually negotiating with third-party payors for lucrative contracts for physicians and hospitals. As a physician led company, physician interests have been given the top priority in crafting favorable deals.
5. **Elimination of waste and corruption:** although some ACOs have had little or no transparency in their business dealings with their membership (keeping them in the dark on many matters including revenue and savings generation, membership distributions and the like), the Beaumont ACO – through the integrity of its board - has maintained its commitment to our guiding principles.

I look forward to working with our current membership – and welcoming new membership – to our successful Beaumont ACO in the coming year.

Sincerely,

Belal Abdallah, MD, MBA  
Chairman



## ACO Physician Contracting Opportunities

As a physician member of the Beaumont ACO, you are eligible to participate in the following contracting opportunities:

Aetna Better Health of MI	Health Alliance Plan (HAP)	Molina Healthcare
Amerihealth	Humana	Multiplan
BCBSM Physician Group Incentive Program (PGIP)*	McLaren Health Plan	Beaumont Health Employee Health Plan
Blue Care Network (BCN)*	Medicare Shared Savings Program (MSSP)*	Priority Health
Blue Cross Complete	Michigan Complete Health	

*\*Additional program elements are required to participate in contract.*

If you would like more information on how to participate in any of the plans listed above please contact BACO Provider Relations at 313.586.5007 or [ACOProviderRelations@beaumont.org](mailto:ACOProviderRelations@beaumont.org).

## Beaumont ACO and Priority Health Create Beaumont Health Narrow Network

The Beaumont ACO is delighted to announce a new contracting opportunity between the Beaumont ACO and Priority Health. Priority Health has recognized the high quality service and efficiency that Beaumont ACO providers offer and as a result they have presented the Beaumont ACO with an exclusive contracting opportunity in our immediate service area. Specifically the Beaumont ACO will be offered as narrow network provider for their most recent insurance exchange product.

The only way to access and participate in this narrow network contracting opportunity is through the Beaumont ACO contract. Key contract terms are highlighted below:

- Beaumont ACO PCPs get a 15% guaranteed uplift in payment with another 15% opportunity via Priority's PCP value based incentive program.
- Beaumont ACO Specialists get a 10% uplift on payment.
- A shared savings arrangement on this product that will be shared with providers based on overall cost of care performance.
- A \$2.25 per member per month care coordination payment to assist in funding our care management infrastructure to ensure success in value based incentives noted above.

To be included in this exciting opportunity through the Beaumont ACO, we encourage you to access, complete and sign the necessary documents on our website [www.BeaumontACO.org](http://www.BeaumontACO.org). Necessary documents include:

- Physician Acknowledgement of Accountable Care Organization (ACO) Participation Agreement
- Credentialing Supplemental Information form
- Current W-9 form
- Beaumont ACO Designation Letter

Please direct any questions concerning this exciting opportunity to BACO Provider Relations at 313.586.5007 or [ACOProviderRelations@beaumont.org](mailto:ACOProviderRelations@beaumont.org).

## BCBSM Physician Group Incentive Program (PGIP) Specialist Updates

**2018 Specialist Value Based Reimbursement (SCP VBR) Results** - BCBSM recently released the SCP VBR results for 2018, where SCP have received **3% - 13%** VBRs on the base fee schedule (applied to the RVU-based procedure codes (most procedure codes, except those for ambulance service, durable medical equipment, prosthetics and orthotics, immunizations, hearing, routine vision services, lab, dental and most injections) and the time and base codes). 2018 SCP VBR is effective **March 1, 2018 – February 28, 2019**.

Beaumont ACO Results	
Nominated Specialist	239
VBR	173 (72%)
No VBR	66 (28%)

Results of the SCP VBR will be communicated via mail and/or email to each practice/provider.

If you have any questions regarding any of the BCBSM PGIP program please contact your program coordinator or the Beaumont ACO Manager, Patrice Gray via email [patrice.gray@beaumont.org](mailto:patrice.gray@beaumont.org) or 313-586-5071.

**2018 SCP VBR Update** - effective 3/1/2018, additional PGIP SCP involved in Clinical Quality Initiatives can receive a 3% VBR.

- **2017 CQI VBR Eligible**
  - Michigan Urology Surgery Improvement Collaborative (MUSIC)
- **2018 VBR (5 additional CQIs) Eligible**
  - Anesthesiology Surgery Information and Reporting Exchange (ASPIRE)
  - BCBSM Cardiovascular Consortium (BMC2) – related to angioplasty procedures
  - MI Anticoagulation Quality Improvement Initiative (MAQI)
  - MI Oncology Quality Consortium (MOQC)
  - MI Surgical Quality Collaborative (MSQC)

## BCBSM Physician Group Incentive Program (PGIP) PCP Updates

**Patient Centered Medical Home (PCMH)** - effective 1/1/2018, BCBSM has made a change to the PCMH (HEDIS/Quality) Metrics that will be used in the 2019 PCMH Designation. A few of the new measures include:

- DM Care - HbA1c < 8.0%
- DM Care - Retinal Eye Exam
- Controlling High Blood Pressure (<140/90)
- Weight Assessment & Counseling – BMI %tile, Counseling for Nutrition & Physical Activity

The Beaumont ACO has implemented a new 2019 **PCMH Nomination Requirement** based on the new PCMH measures. Each practice is required to hit a number of quality metrics in each PCMH category in order to ensure PCMH nomination in January 2019. Monthly reports provided to the practice should be used to monitor the practices performance in meeting this goal.

**2018 PCP VBR Update** - effective 9/1/2018, PGIP PCPs may achieve **up to 150%** of the base fee schedule for VBRs; 10% PCMH, 5%-15% Cost Benchmark (formerly 10%), 5%-15% Clinical Quality, 5% Advanced Practice (**new for 2018**), 5% Provider-Delivered Care Management (PDCM).

## 2018 Specialist Value-Based Reimbursement (SCP VBR)

The following physicians have been awarded the BCBSM SCP VBR for 2018; effective March 1, 2018 - February 28, 2019

Mamdouh Abdulrazzak	Joseph Finch	Helen Mabry	Subhash Sabharwal
Fadi Abuhmaid	John Finger	Mustapha Mallah	Samer Salka
Majd Aburabia	Lawrence Fischetti	Peter Mancini	Gehring Sauter
Paolo Agostinelli	Alan Fligel	Federico Mariona	Mitchell Scheer
Muzammil Ahmed	Paul Friedman	Edward Mavashev	Timothy Sell
Syed Akbar	Eduardo Garcia	Shari Maxwell	Masood Siddiqui
Mohamad Al-Jarrah	Sara Garmel	Ronald Meade	Oscar Signori
Mohammed Alsaidi	Aaron Gibson	Thomas Meyer	Eris Silberg
Mohammed Al-Shihabi	Craig Glines	William Michels	Sartaj Singh
Dima Al-Ta'any	Silke Greil	Marc Milia	Hi Song
Jess Amezaga	Ajit Gubbi	Julie Mladic	James Spears
Anca Andrei	Jeffrey Gutman	David Moses	Kevin Sprague
Abdelrahim Asfour	Taleb Hage	James Mullins	James Sunstrum
Ambreen Ashraf	Mahmood Hai	Faisal Musa	Lakshmi Swaminathan
Lisa Awan	Thomas Hall	George Nahhas	Gino Tapia Zegarra
Daniel Bacal	Ashraf Hamza	Ronald Nichols	Krishnapillai Thavarajah
Stephen Bai	Suheb Hasan	Daniel Noujaim	Rama Thyagarajan
Derek Bair	Caroline Henein	Mohammed Ogaily	James Tisius
Christian Bartoi	John Hilu	Chris Olenech	Luis Torregrosa
Cecilia Big	Clarita Hughes	Gregory Olson	Jeffrey Tranchida
Shelley Binkley	Ashok Jain	Nourhan Orabi	Fuad Turfah
Bruno Borin	Vladislav Jankulov	Renu Pandit	Vinaya Ummadi
Costa Buterakos	Rajiv John	Christine Park	Sudheer Ummadi
Jerry Butto	Theodore Jones	Nilesh Patel	Nerraja Varanasi
Vito Casano	Mohamad Kabbani	Falgun Patel	Tracey Venning
Charles Cash (Obgyn)	Khalid Kamal	Naushad Pervez	Chilakapati Vijayakumar
Charles Cash (Radiology)	Jessica Kaniowski	Karen Plymel	David Weidendorf
Joseph Chattahi	Elias Kassab	Pinnamaneni Prasad	Steven Werns
William Clark	Wayel Katrib	Eqdam Radhi	David Yates
Jennifer Cohn	Ivan Katty	Joseph Rakowski	In Kwang Yoon
Donald Conn	Amy Kerner	Falgun Rathod	Susan Youngs
Jeffrey Couturier	Nadia Khoury	Sheila Ray	Mina Zaki
Stephanie Crain	Sleman Khoury	Shazia Raza	Lijia Zhu
Samir Dabbous	Dong Kim	Chada Reddy	Michael Zydeck
Reza Dabir	Joon Kim	Rob Reed	
Bohdan Danysh	James Kochkodan	Arthur Riba	
Jose Desousa	Ashok Kondur	Jodi Robinson	
Eileen Donovan	Praveen Koneru	Bruce Rocherfort	
Jerry Drake	Vijah Kotha	Christina Rose	
Rita Eckenrode	Duane Kreil	David Rossow	
Samer Elfallal	Raymond Laird	Sophia Roumanis	
Juan Estigarribia	Dale Lee	Robert Rubin	
Mona Fakih	Chris Liakonis	Venkat Rudraraju	
Alberto Farah	Frederick Lueder	Hussein Saad	
Alfred Faulkner	Erika Luster	Fahed Sabagh	