PACE for Non-Duals: The Potential of Independence at Home

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NewCourtland Senior Services
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PACE for Non-Duals
Older Americans aged 65 years or older

Casiano, A. “PACE: A Model of Care for Individuals with Multiple Chronic Conditions.” Annals of Long Term Care: Clinical Care and Aging, 2015;23(7):41-45.

Multiple Chronic Conditions (MCC)

- 2 or more conditions, 67%
- 4 or more conditions, 24.60%
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What we know?

Exhibit 2: Average Annual Health Spending by Number of Chronic Conditions & Functional Limitations or ADLs/IADLs, 2006

Source: Lewin Group analysis of 2006 Medical Expenditures Panel Survey, 2009
PACE for Non-Duals
What we know?

Exhibit 3: Average Spending by Type of Service for Select Groups, 2006

Source: "Lewin Group" analysis of 2006 Medical Expenditures Panel Survey, 2009
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What we know?

[Pie chart showing a decrease in FFS from 80% in 2015 to 20% in 2018]

80% FFS in 2015

20% FFS in 2018
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3 Goals of Health care reform
1. Improve Quality
2. Improve Population Health
3. Decreased Cost of Care

6 National Priorities
1. Safer Care
2. Engage patients and Families in their Care
3. Communication and Coordination of Care
4. Promote Best Practices
5. Population Health
6. Make Quality Care Affordable (spread new delivery modes)
PACE for Non-Duals

Alternative Care Models
– Value Based Model (VBM)
– Merit Incentive Performance Systems (MIPS)
– Alternative Practice Models (APM)
– Accountable Care Organizations (ACO)
– Bundled Payments for Care Improvement (BCPI)
– Managed Care Organizations (MCO)
New Payer Delivery System Types

Medicaid Managed Long Term Services and Supports – 2014 1.17 million beneficiaries

- Capitation of Medicaid Covered Benefits linked with Capitation of Medicare benefits
- Capitation Rates for Medicaid only Covered benefits – all services including LTSS and health benefits
- Capitation Rates with Limited Medicaid benefits – primary care, acute care, behavioral, prescription drugs, LTSS
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Patient Centered Medical Homes

Other Care Coordination
- Community Based Transition programs
- Hospital Readmissions Reduction Programs
- National Pilot Program on Payment Bundling

**GOAL**: Eliminate inefficiencies while improving quality and coordination of care
PACE for Non-Duals
Services We Can Offer

• **PACE is a viable solution** for the treatment of MCCs in the community

  *Interdisciplinary team model*
  *Use of adult daycare center*
  *Care integration – treating the whole patient*
  *Education*
  *Self management*
  *Shared decision making*
  *Behavioral health*
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• Outcomes

hospitalization rates
readmission rates
preventable admissions
emergency room visits
length of stay

“Triple Aim”
PACE for Non-Duals

• NewCourtland LIFE
  - 04/2007 –Pre-PACE Program
  - 10/2010 –approved as a Dually Capitated PACE Program
  - Total Census (October 2015): 427 participants
  - Centers: 2 centers, 3rd center set to open December 2015
PACE for Non-Duals
PACE for Non-Duals
PACE for Non-Duals
Designing a Practice: Nuts and Bolts

Who are we?

Who are the consumers?

What needs exist?

Can we meet the needs?
Who are we?

Non-profit organization dedicated to provide quality health care to the seniors of Philadelphia

Who are the consumers?
Seniors of Philadelphia

What needs exist?
Integrated care models

Can we meet the needs?

YES!!
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What’s next?

• Preparing the Organization
  * Evaluation if current infrastructure
  * Total buy in of the organization
  * Staff Preparation
  * Providers – trained, mission

• Evaluating the network
  * Quality, culture, facilities and community at large

• Preparing patients

• Education, available services
Possible Payer Arrangements

Fee-for-Service

Partial Capitation/Bundled Payment

Full Sub-Capitation
PACE for Non-Duals

Front Office Function
- Marketing
- Intake process
- Relationships

Practice
- Providers
- Scope – credentialing
- Payroll Benefits

Back Office Function
- Referrals
- Billing & Collections
PACE for Non-Duals
3 – 6 Months

180 Days
• Medical license
• Federal and state narcotic license
• Practice site selection

90 Days
• Select accountant services
• Select and set up legal entity (corporation, sole proprietorship, partnership)

150 Days
• Complete and sign employment
• Obtain privileges to chosen facilities of service
• Contact Medicare and Medicaid, and other health care plans for participation: provider numbers, prevailing fees, insurance forms, coding and claim submission information

70 Days
• Federal ID# application, obtain small business tax guide and forms through the IRS
• Apply for State withholding number
• Contact state and local medical associations, specialty society
• Select bookkeeping and billing system or outside billing system, Set up electronic claims, electronic health records system with vendor.
• Purchase or lease telephone system
# PACE for Non-Duals

## 1-3 Months

### 60 Days
- Set up billing/encounter forms with CPT/ICD-9 coding to your specialty
- Insurance: liability and malpractice, worker’s comp, disability, health and life, pension/retirement
- Telephone service
- Yellow pages listing
- Prepare operational cash flow budget and capital equipment budget
- Office furniture, business and medical equipments

### 30 Days
- Contract lab, xray or diagnostics to refer
- Identify and contact physician specialists to refer patients
- Establish call coverage and vacation coverage arrangements
- Develop written compliance plan, CLIA compliance, and OSHA compliance and staff training, HIPAA compliance policies and procedures
- Develop job descriptions and hire employees if needed
- Set up after hours answering service
- Written policies and procedures
- Billing and collecting
- Personnel and patient relations
- Medical records
- Appointments and patient information
- Safety and emergency
- Establish fee schedule for services

### 45 Days
- Set up bank business account, credit card payment account for practice
- Contact physician rep with facilities
- Select and install computer system
- Plan and begin marketing activities (brochures, announcement, news releases, ads, referral contacts)
PACE for Non-Duals
Last 30 Days

15 Days
• Complete staff training and orientation
• Select collection agency

10 Days
• Select and join local clubs/societies

Ongoing
• Continue marketing activities
• Set up system to measure practice performance
• Coding and reimbursement resources for staff
PACE for Non-Duals

- **NewCourtland Primary Care Practice**
  - 2015
  - Germantown Home - 86 patients: 34 LIFE, 52 Non-LIFE
  - **Future holds:**
    - Applications
    - Serve other residents senior housing
    - 100% Germantown Home
    - Partnering with community and nearby health networks
    - Expansion of PACE in NE Philadelphia
    - Hiring new providers
# PACE for Non-Duals


## Nursing Homes

<table>
<thead>
<tr>
<th>Code</th>
<th>Patient</th>
<th>Visit Type</th>
<th>Time</th>
<th>E/M Components</th>
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<tr>
<td>99304</td>
<td>New or Established</td>
<td>Initial *</td>
<td>25</td>
<td>3</td>
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<tr>
<td>99305</td>
<td>New or Established</td>
<td>Initial</td>
<td>35</td>
<td>3</td>
</tr>
<tr>
<td>99306</td>
<td>New or Established</td>
<td>Initial</td>
<td>45</td>
<td>3</td>
</tr>
<tr>
<td>99307</td>
<td>New or Established</td>
<td>Subsequent**</td>
<td>10</td>
<td>2</td>
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<tr>
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<tr>
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<tr>
<td>99315</td>
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<td>Discharge</td>
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<td>2</td>
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<tr>
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<td>Discharge</td>
<td>&gt;30</td>
<td>2</td>
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<tr>
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<td>Annual</td>
<td>30</td>
<td>2</td>
</tr>
</tbody>
</table>

* Initial: “Initial Nursing Facility Care, per day"

** Subsequent: “Subsequent Nursing Facility Care, per day”
### Other (non-office) Venues

<table>
<thead>
<tr>
<th>Assisted Living, Group Homes, etc.</th>
<th>Level of service</th>
<th>Home</th>
<th>Level of service</th>
<th>Home</th>
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</thead>
<tbody>
<tr>
<td>New Patient</td>
<td>Time</td>
<td></td>
<td>New Patient</td>
<td>Time</td>
</tr>
<tr>
<td>99324</td>
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<td>99341</td>
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<tr>
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<td>moderate</td>
<td>99342</td>
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<tr>
<td>99326</td>
<td>45</td>
<td>moderate to high</td>
<td>99343</td>
<td>45</td>
</tr>
<tr>
<td>99327</td>
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<td>high</td>
<td>99344</td>
<td>60</td>
</tr>
<tr>
<td>99328</td>
<td>75</td>
<td>unstable</td>
<td>99345</td>
<td>75</td>
</tr>
</tbody>
</table>

**Established Patient**

| 99334                             | 15                | minor      | 99347             | 15         |
| 99335                             | 25                | low to moderate | 99348     | 25         |
| 99336                             | 40                | moderate to high | 99349     | 40         |
| 99337                             | 60                | unstable   | 99350             | 60         |
Casiano, A. “PACE: A Model of Care for Individuals with Multiple Chronic Conditions.” Annals of Long Term Care: Clinical Care and Aging. 2015;23(7):41-45.


