

# Persivia Chronic Care Management

## THE NEED FOR CHRONIC CARE MANAGEMENT



**1 out of 4**

Number of adults with 2 or more chronic conditions



**35 Million**

Number of Medicare beneficiaries with multiple chronic conditions



**\$245 Billion**

Estimated cost associated with diagnosed Diabetes



**80%**

Percentage of patients with chronic disease that can be prevented



**60%**

Percent of worldwide deaths caused by chronic disease

## CARE MANAGEMENT: A TRANSITION FROM COST CENTER TO REVENUE GENERATOR

With a recent shift in the way clinicians manage their patients with chronic illness – providing reimbursements for both office visits and non-face-to-face interactions – a new era for population health management has developed. Under a new rule published by CMS, effective January 1, 2015, providers who dedicate at least 20 minutes of time to non-face-to-face care management services during a 30-day period will be paid approximately \$42.00 a month per qualifying beneficiary – those with two or more chronic conditions. As part of this program, CMS allows organizations to outsource chronic care management services. **Persivia can help your organization capture this revenue at no cost to you.**

## POTENTIAL CHRONIC CARE MANAGEMENT REVENUE PER PROVIDER

<b>A.</b> Average total patient population per physician <sup>1</sup>	<b>3279</b>	<b>F.</b> Patient consent rate	<b>100%</b>
<b>B.</b> Percent of population covered by Medicare <sup>1</sup>	<b>21.85%</b>	<b>G.</b> Total number of enrolled CCM patients	<b>491</b>
<b>C.</b> Average number of Medicare patients per provider	<b>716</b>	<b>H.</b> Percent of CCM patients billed each month	<b>100%</b>
<b>D.</b> Percent of Medicare patients with 2+ chronic conditions <sup>2</sup>	<b>68.6%</b>	<b>I.</b> Average monthly Medicare payment* per CCM patient <sup>3</sup>	<b>\$40.39</b>
<b>E.</b> Total CCM-eligible patients	<b>491</b>	<b>ESTIMATED ANNUAL REVENUE PER PHYSICIAN</b>	<b>\$237,978</b>

\*varies by state.

(source PYA)

1 MGMA Cost Survey for Single Specialty Practices: 2013 Report Based on 2012 data specific to the specialty of family medicine. Includes Medicare A/B and Medicare Advantage.

2 CMS.gov – County Level Multiple Chronic Conditions (MCC) Table: 2012 Prevalence, National Average

3 Reimbursement amount from the CY 2015 Physician Fee Service Final Rule; assumes 100% of unique patients are covered by Medicare A/B. Medicare Advantage reimbursement may vary.

## **PERSIVIA CHRONIC CARE MANAGEMENT**

Persivia Chronic Care Management assists organizations implement requirements of the new CMS CCM program without any administrative and clinical burdens. We enable providers to capitalize on the new revenue opportunities by providing a turnkey care management solution.

### **PERSIVIA CHRONIC CARE MANAGEMENT BENEFITS:**

- **Enhanced Cash Flow** – An annual profit per provider can be generated based on the number of patients consenting to the program
- **Bi-directional EHR Data Flow** – Information is exchanged with your EHR for a seamless workflow
- **Real-time Alerts** – Provide clinical decision support to improve your patients' overall outcomes
- **Patient-specific Comprehensive Care Plans** – Leverages a unique set of evidence-based rules that are customized to your individual patient's precise needs
- **Up-to-date Patient Information** – Patient details based on interactions with the Care Manager may be sent to your EHR for review by the provider
- **Patient Education Resources** – Branded patient information packets to educate your patients on the care value of non-face-to-face interaction with Care Managers
- **Patient Support** – 24x7 patient support as well as an App specifically for patients to reach out with questions or request help in case of an emergency
- **Implementation Experience** – Deep experience with over 200 hospital implementations for various Persivia clinical products
- **Quick Identification of Eligible Beneficiaries** – A rules-based engine that saves your team time by automating identification of eligible beneficiaries

### **Key Features Include:**

- Identifying and alerting caregivers within the clinical workflow on eligible beneficiaries for enrollment
- Tracking chronic conditions through patient's clinical history, incorporating real-time, evidence-based alerts to close care gaps
- Providing clinician resources for the required monthly care management and patient interactions
- Tracking billable time and activities

## **CONTACT US TO LEARN MORE**

Don't wait to improve your revenue and have an immediate impact on patient outcomes. Email [info@persivia.com](mailto:info@persivia.com) or contact your account manager to learn more about Persivia Chronic Care Management.