

ACOExhibitHall  
.com



A Division of Salient Management Company



MingleHealth

**So now that quality reporting is done...**

**How do we make it easier next year?**

*May 6, 2021*

# Speakers



**Amy H. Kotch, MHA**  
Principal Business Consultant



**Alysén Casaccio, RN**  
VP of Client Services



**Maria Nikol, MJ**  
Sr. Business Consultant



**Jeff Iasilli**  
VP of Operations & Major Accounts

# Agenda

Quality Reporting Overview

How did we do quality reporting?

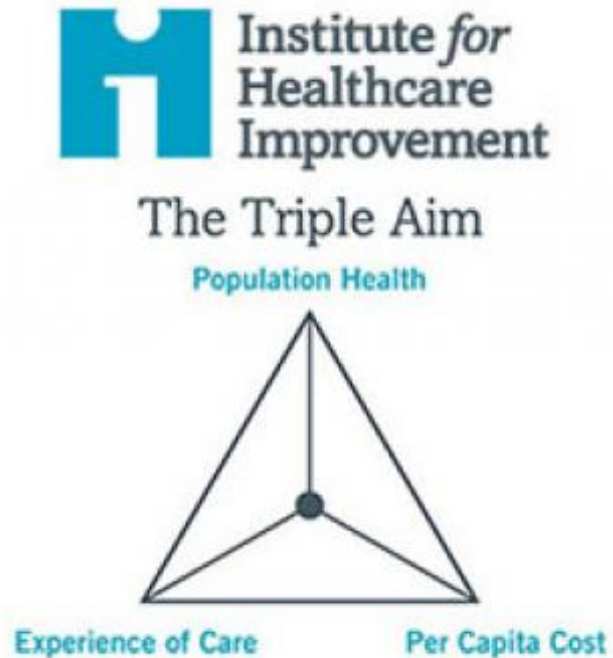
How do we need to do quality reporting in the future?

# Quality Reporting Overview

# Foundation of Value-Based Care

**Provide only the necessary care to achieve the best possible outcomes**

**Outcomes are measured by quality metrics**



# Quality Metric Submission

**Accountable Care Organization (ACO) model is an exemplary Value-Based Care Arrangement**

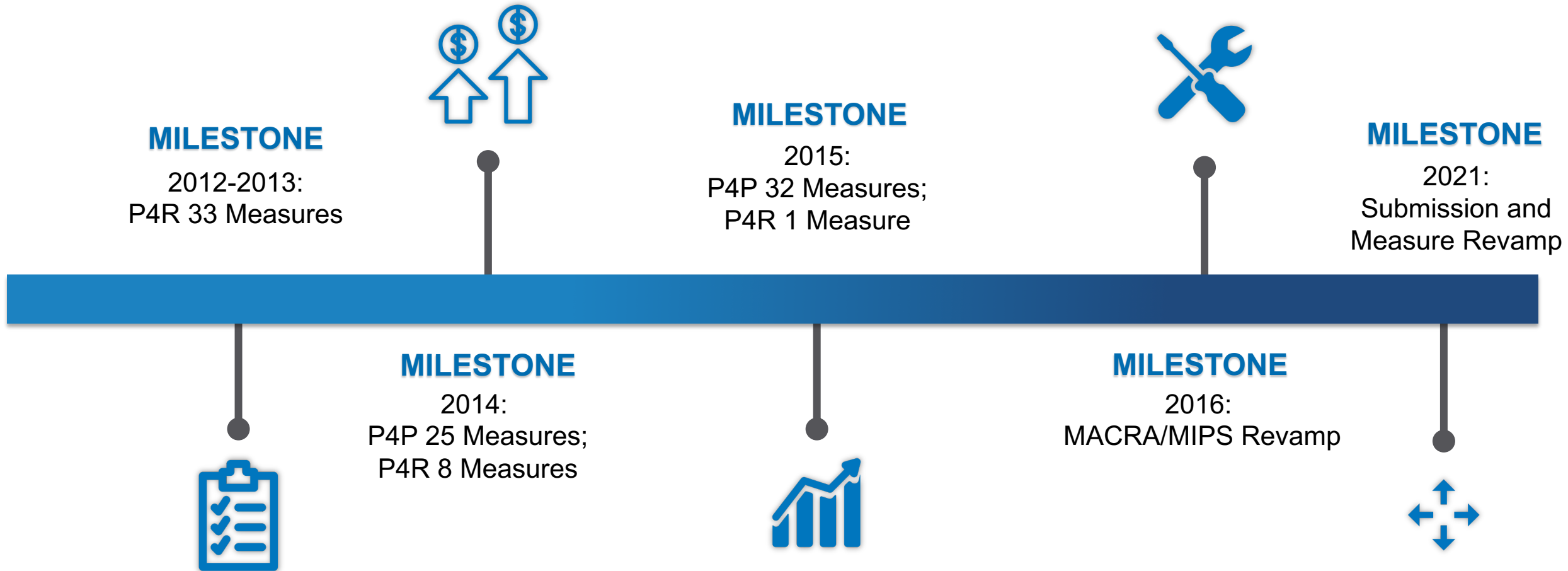
# Data Challenges with Quality Reporting



## Quality Metric Evolution

- Quality metrics change over time
- Alignment/mis-alignment of quality metrics across contracts
  - Primary Care Driven
  - Specialty Driven

# Evolution of Quality Reporting



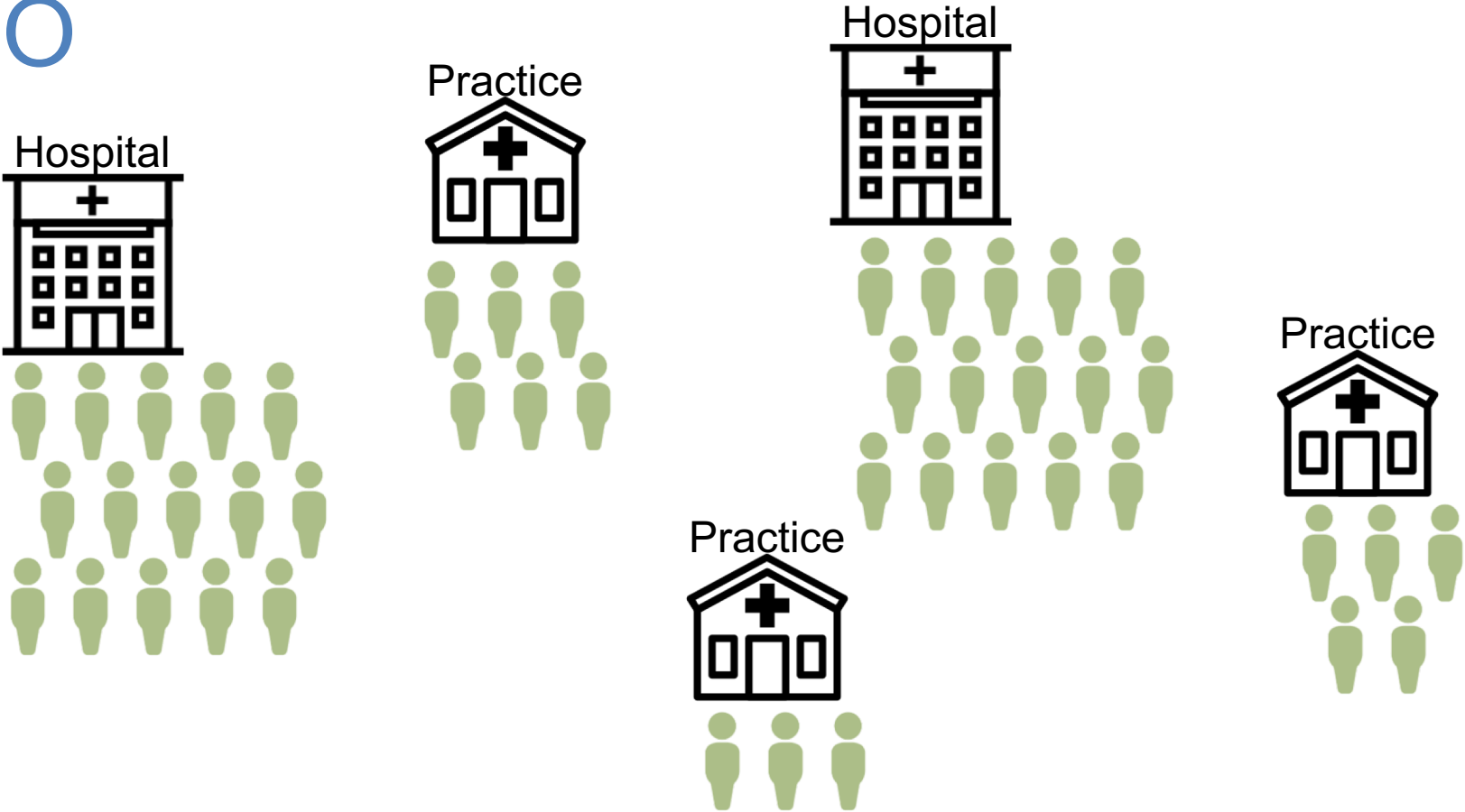
P4R Pay for Reporting  
P4P Pay for Performance



# How did we do quality reporting?

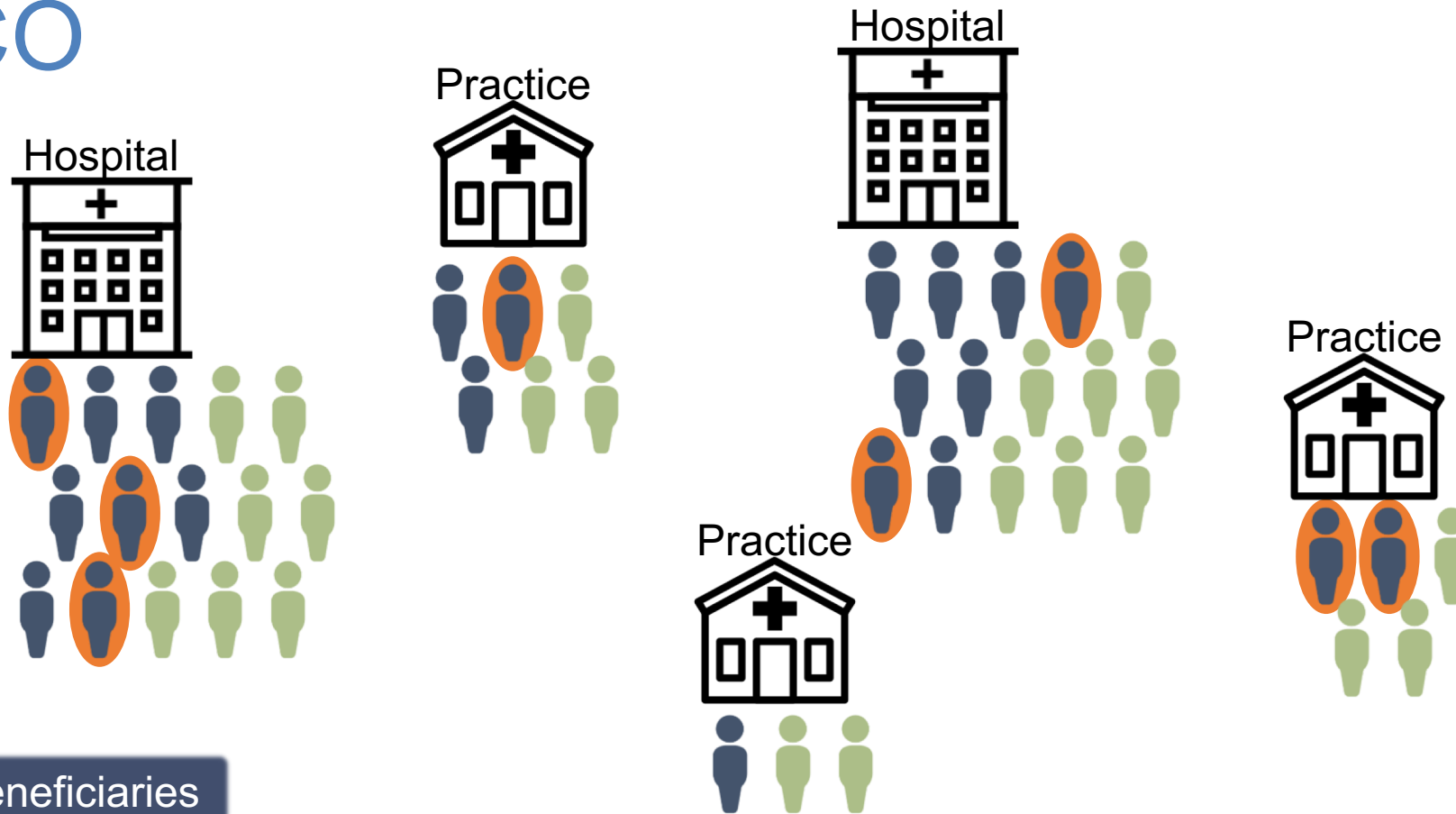
# 2020 Reporting: Web Interface Reporting

## ACO



# 2020 Reporting: Web Interface Reporting

## ACO



Medicare Beneficiaries

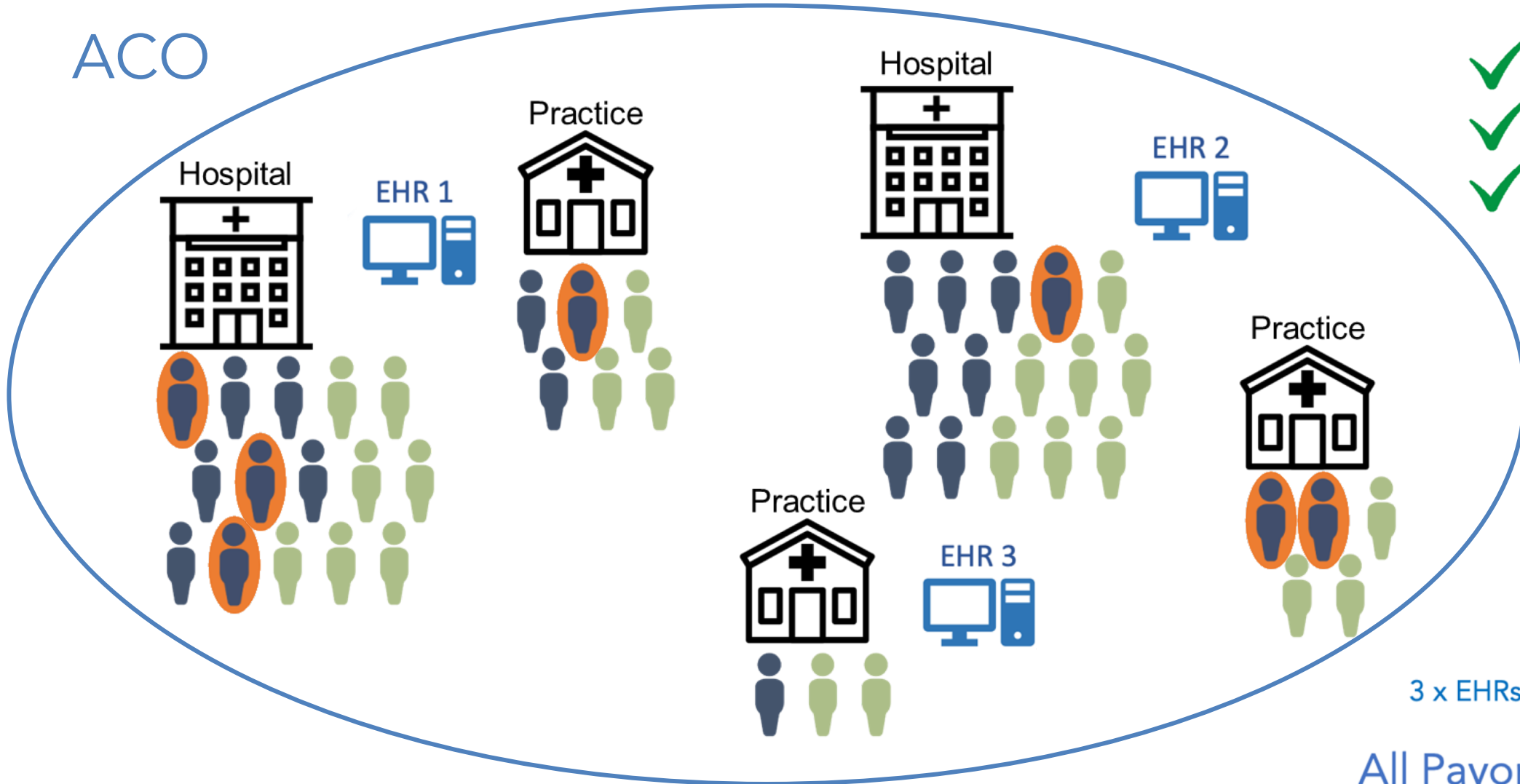


Web Interface Sample

# How do we need to do quality reporting in the future?

# APM Performance Pathway (APP) Reporting

ACO



- ✓ All Patients
- ✓ All Payers
- ✓ All EHRs

 Medicare Beneficiaries

 Web Interface:  
Patients included in sampling

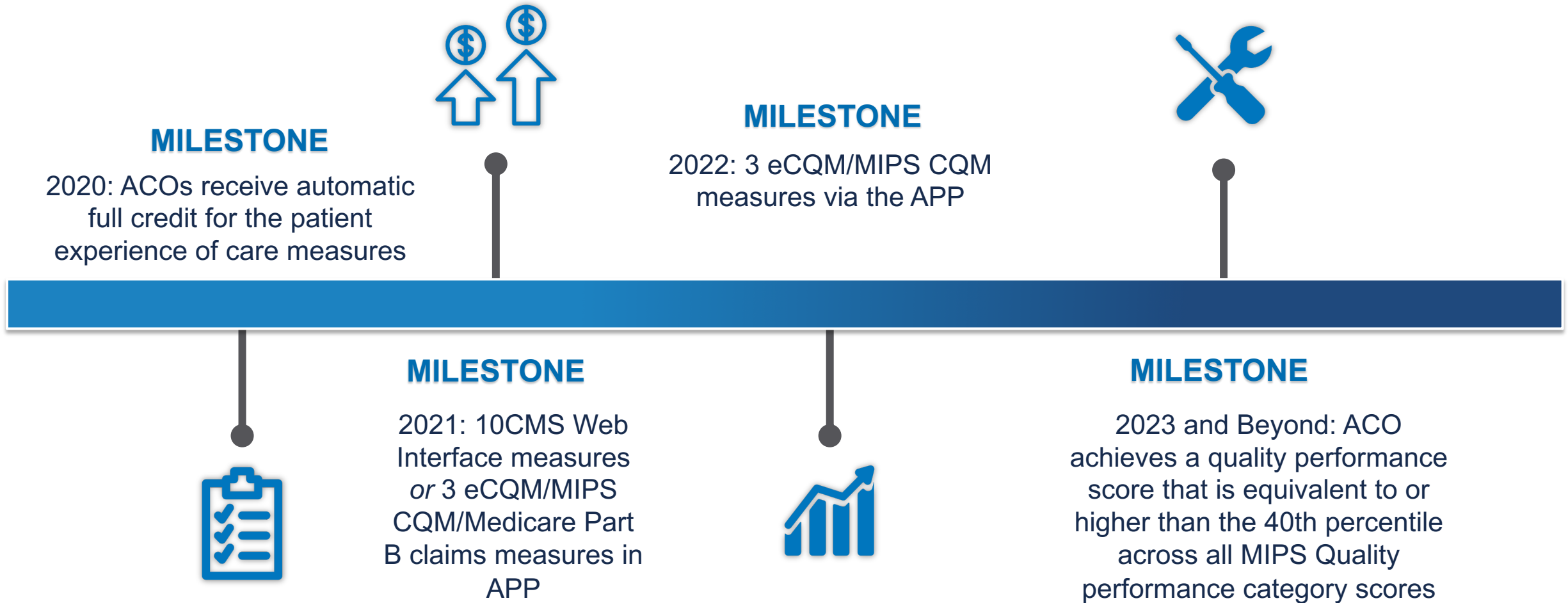
 APM Performance Pathway (APP):  
Patients included in reporting



All Payors

3 x EHRs 

# Evolution of Quality Reporting: 2020, 2021 & Onward



# APP Quality Measure Choices 2021

Qlty ID	Measure	Web Interface	APP	Submitter Type
#321	CAHPS for MIPS	Yes	Yes	Survey Vendor
#479	HWR Readmission Rate	Yes	Yes	CMS Administrative Claims
#TBD	MCC Unplanned Admissions	Yes	Yes	CMS Administrative Claims
#001	HbA1c Poor Control	Yes	Yes	EHR, Qual Reg, QCDR
#134	Screen for Depression and Follow up	Yes	Yes	EHR, Qual Reg, QCDR
#236	Control of High BP	Yes	Yes	EHR, Qual Reg, QCDR
#318	Screen for Falls Risk	Yes		
#110	Flu Immunization	Yes		
#226	Tobacco Use Screening and Follow up	Yes		
#113	Colorectal Cancer Screening	Yes		
#112	Breast Cancer Screening	Yes		
#438	Statin Therapy	Yes		
#370	Depression Remission at 12 m	Yes		

	Web Interface	APP
Measures	10	3
Encounters	248 patients	All patients All payers

# Mechanism Impact on Performance

Measure Name	Measure ID	Mechanism	CMS Average Performance	Mingle Average Performance
Blood Pressure Control/Follow Up	CQM236	Registry	63%	68%
Blood Pressure Control/Follow Up	CMS165	eCQM	60%	54%
Blood Pressure Control/Follow Up	HTN-2	Web Interface	50%	76%

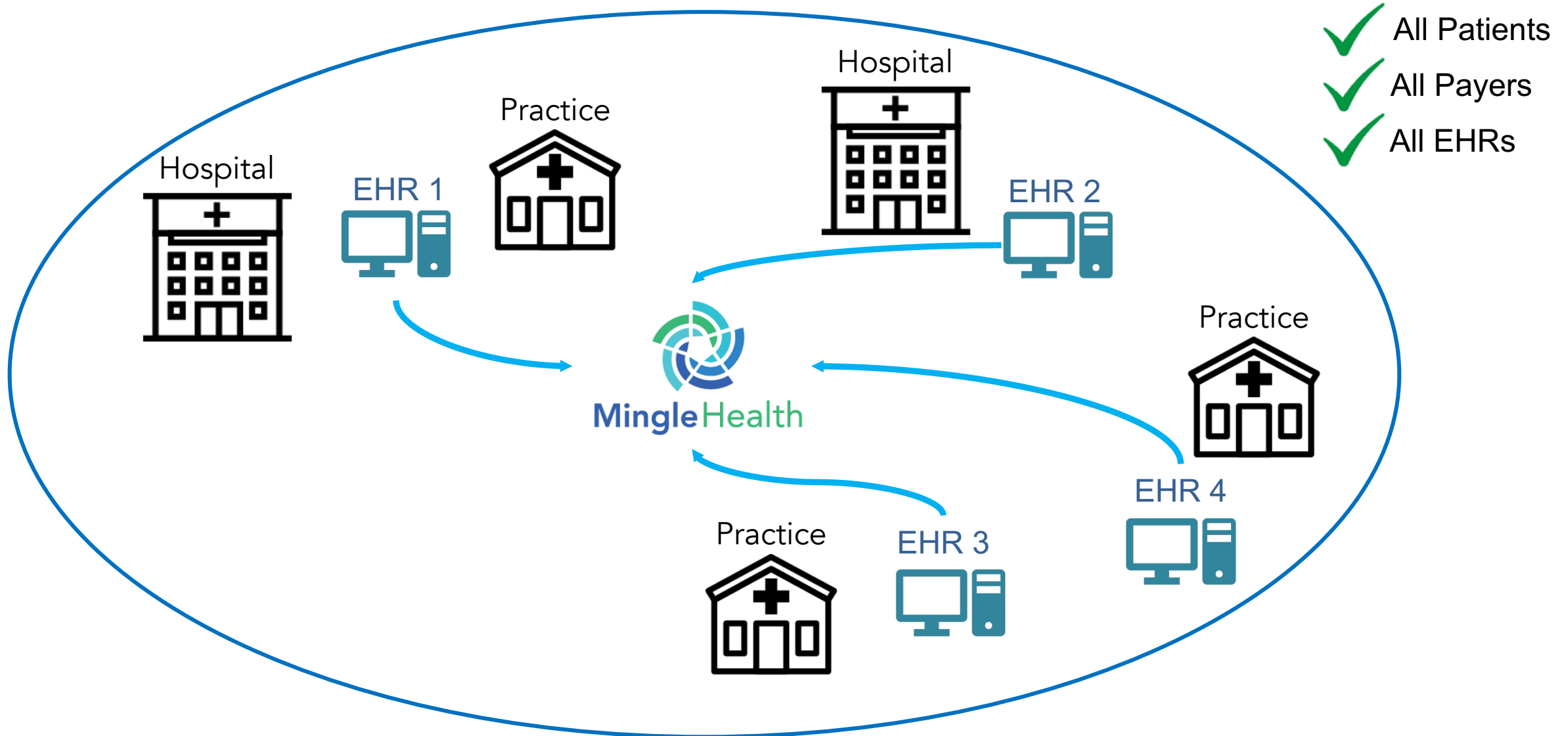


# Clinician Documentation Challenges

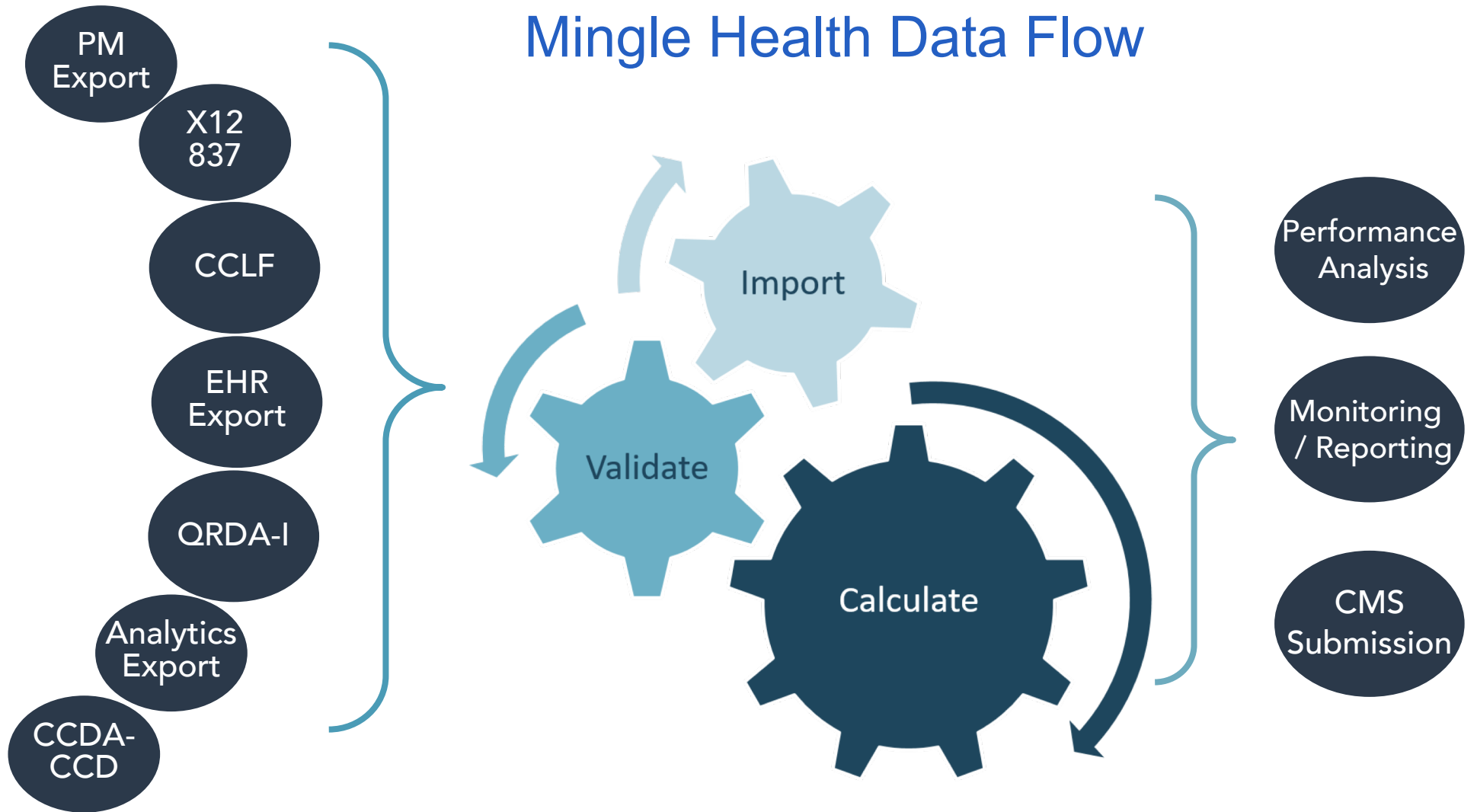
Measure	Data Entered	Mapped for eCQM?	Counted for EHR Report	Counted for Registry
Depression Screening and Follow Up	Referral ordered by documenting clinician in EHR.	Mapped according to EHR referral records.	Yes	Yes ✓
	Medication treatment for depression on medication list	Mapped to Rx Norm code	Yes	Yes ✓
	Pre-existing psychiatrist or therapist care mentioned in note, not referred by documenting clinician or captured in a referral workflow with additional challenges.	Not mapped	No	Yes ✓
	Treatment of post-partum depression managed by Ob/Gyn mentioned in note or other unmapped record.	Not mapped	No	Yes ✓
	Medication treatment for depression mentioned in note or other unmapped record.	Not mapped	No	Yes ✓

# What will you need to succeed?

# Data Collection



Combine data from multiple sources and EHRs for analysis.





# 5 Tips for Success

**01 Evaluate all payer data**

**02 Aggregate across claims and EHRs**

**03 Consider CAHPS**

**04 Measuring performance throughout the year**

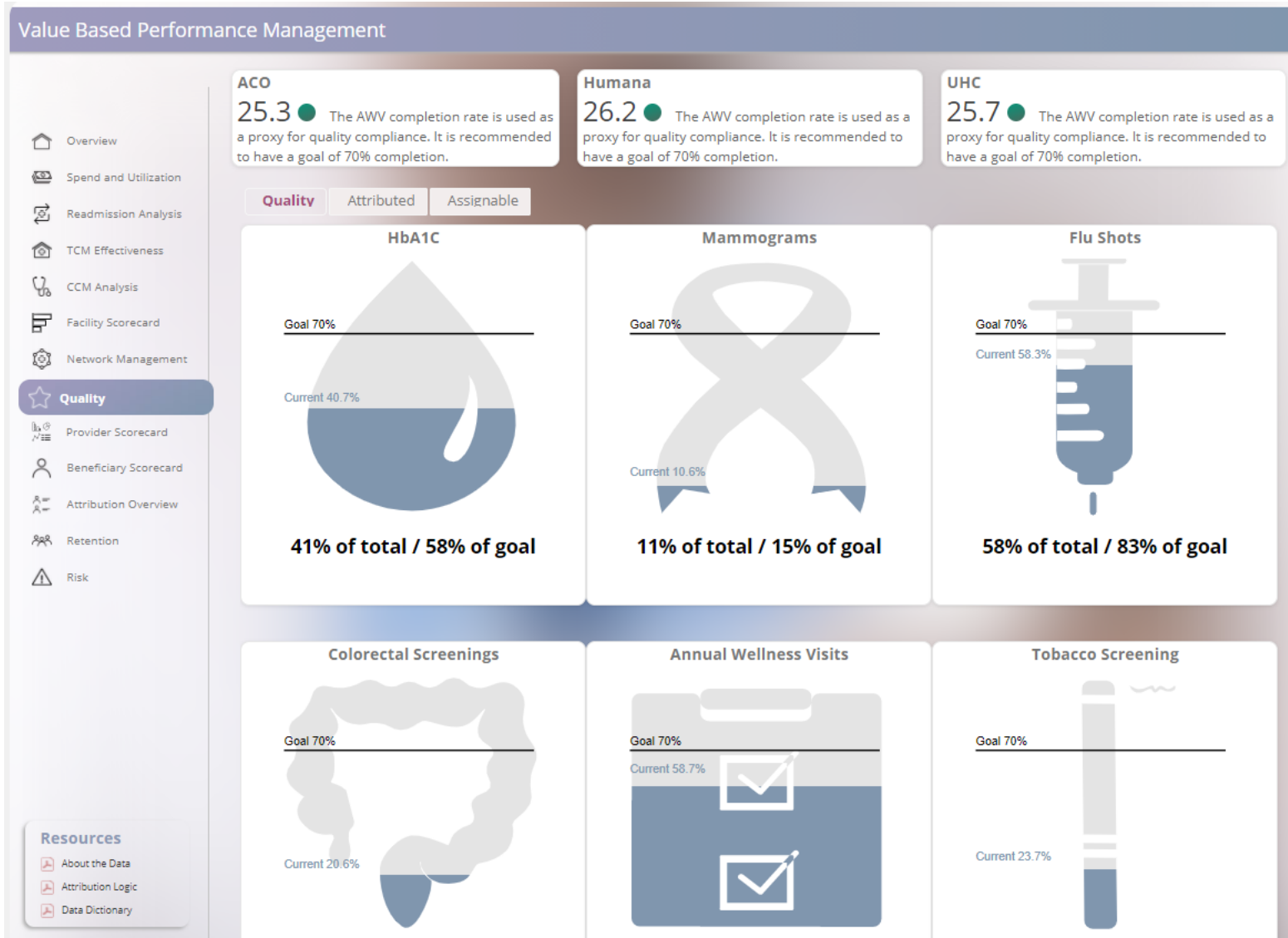
- Deliver actionable reporting to providers and practices (at least monthly)
- Prioritize improvement (data, workflow, clinical care)

**05 Weigh your best participation and reporting options**

# Demo

- **Year-round actionable reports**
- **Submission to CMS**

# Sample Quality Dashboard for Year-Round Reporting

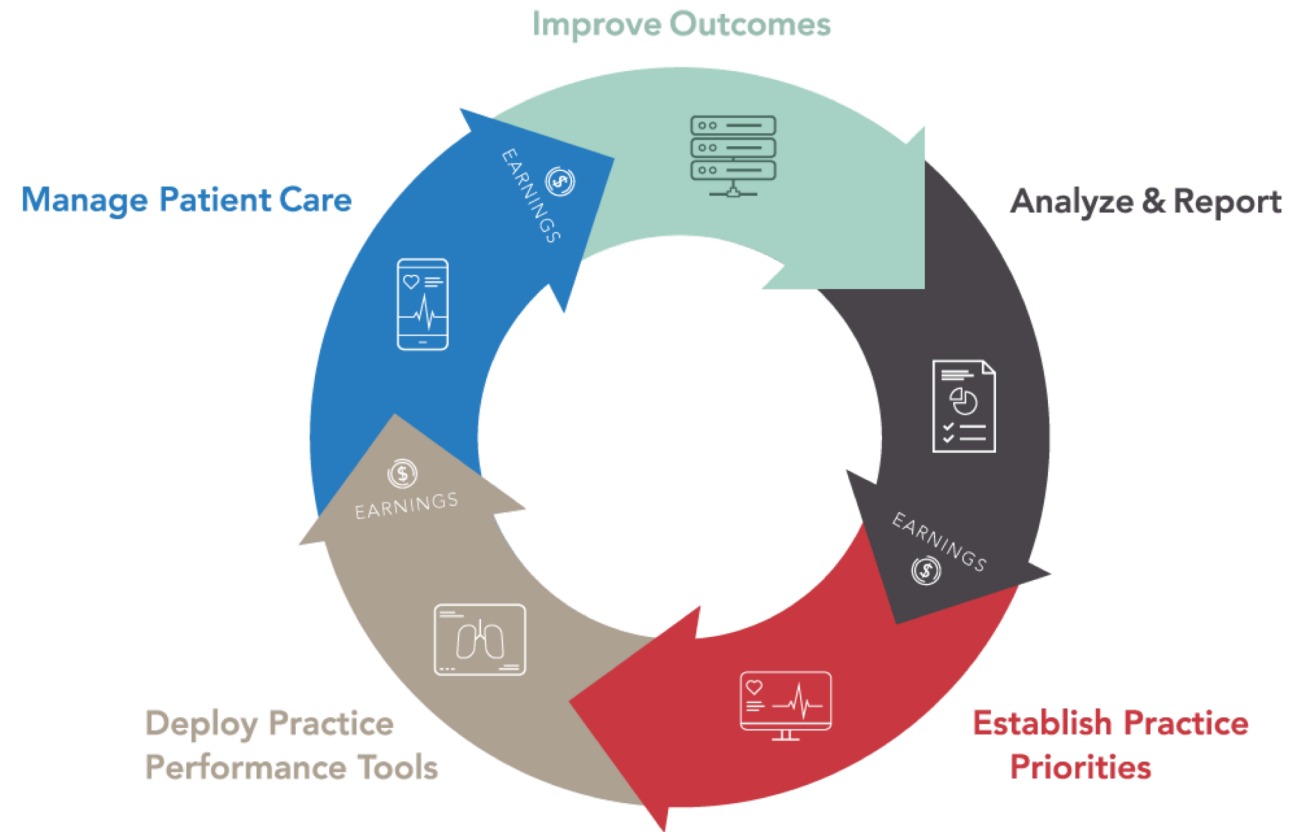


# Weigh your best methods for reporting

## ACO and at-risk contracts increasingly require quality measurement and analytics maturity:

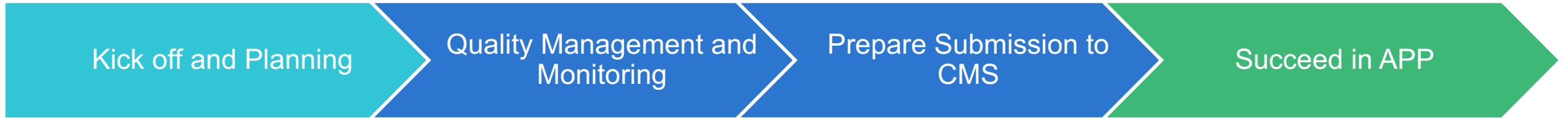
- Is compliance and reporting aligned with quality improvement initiatives?
- Do you have data and reports to engage stakeholders (practice, clinicians, care teams) across the ACO?
- Are you able to aggregate data across EHRs, systems, and payers?

**Get started now to understand your quality metrics and succeed with the APP.**





# Project Plan



Kick off and planning



Quality management & monitoring



Prepare & finalize submission to CMS



# Consultative Approach

## Improving Performance

- AWWs
- Cost
- Network leakage

## Engage Practices and Providers

- Actionable reports and data
- Align initiatives around time of year
- Leveraging Telehealth
- Partnerships
- RCM, EHR vendors



# Questions?



**Amy Kotch, MHA**  
Principal Business Consultant  
• **Phone:** 914.275.6531  
• **E-Mail:** [akotch@salient.com](mailto:akotch@salient.com)



**Aysen Casaccio, BHA, RN-BC**  
VP, Client Services  
• **Phone:** 207.613.0867  
• **E-Mail:** [aysen.casaccio@minglehealth.com](mailto:aysen.casaccio@minglehealth.com)



**Maria Nikol, MJ**  
Sr. Business Consultant  
• **Phone:** 410.812.7156  
• **E-Mail:** [mnikol@salient.com](mailto:mnikol@salient.com)



**Jeff Iasilli**  
VP, Operations  
• **Phone:** 207.404.2467  
• **E-Mail:** [jeff.iasilli@minglehealth.com](mailto:jeff.iasilli@minglehealth.com)



A Division of Salient Management Company



# Stop by our ACO Exhibit Hall Virtual Booth



<https://www.acoexhibithall.com/vendor-booth/salient-healthcare/population-health-ii-software-tools-data-analytics/117/>

# Thank You!



A Division of Salient Management Company

<https://salienthealthcare.com>



<https://minglehealth.com>

ACO Exhibit Hall  
.com

