



Catalyst

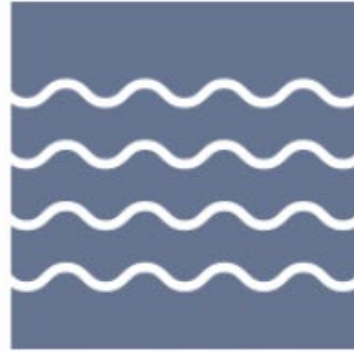
HEALTH NETWORK

## COVID-19 Webinar: Prospective Payments

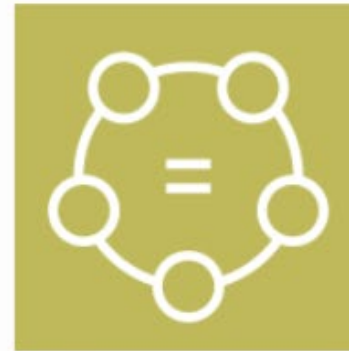
*April 30<sup>th</sup>, 2020*



PERSON & FAMILY  
CENTERED



CONTINUOUS



COMPREHENSIVE  
& EQUITABLE



TEAM BASED &  
COLLABORATIVE

## Shared Principles of Primary Care



COORDINATED  
& INTEGRATED



ACCESSIBLE



HIGH VALUE

# Fee-For-Service to Prospective Payment



Fee-For-Service	Prospective Payment
Transactional	Longitudinal & Relational
Volume-based	Value-based
Reactive	Proactive
Sick care	Preventative care
Siloed care	Coordinated care
Incongruence between patient-physician-payer	Alignment with Patient-Physician-Payer

Two large, stylized orange arrows are positioned between the two columns of the table. One arrow points from the 'Fee-For-Service' column towards the 'Prospective Payment' column, and the other points from the 'Prospective Payment' column towards the 'Fee-For-Service' column.

# Financial Impact



Key Assumptions	
Panel Size	2,500
Avg. Visits per Year	1.80
Total Annual Visits	4,500
Collections per Visit	\$ 137
Overhead Rate	71%
<div style="border: 1px solid black; padding: 5px;"> <math display="block">\frac{\\$616,333}{2,500 \text{ Panel Size}} \times 12 \text{ Months} = \mathbf{\\$20.54}</math> </div>	

Current Model	Totals
Revenue	
Fee-For-Service	616,333
Prospective Payments	-
Total	<u>616,333</u>
Overhead	436,333
Earnings	<u><u>\$ 180,000</u></u>
<i>Total Earnings - MGMA %Tile</i>	<i>18.1%Tile</i>

# Financial Impact



Key Assumptions	
Panel Size	2,500
Avg. Visits per Year	1.80
Total Annual Visits	4,500
Collections per Visit	\$ -
Overhead Rate	71%
Per Member Per Month Rate	\$ 25.00

# Financial Impact

Fee-for-Service Model	Totals
Revenue	
Fee-For-Service	616,333
Prospective Payments	-
Total	<u>616,333</u>
Overhead	436,333
Earnings	<u>\$ 180,000</u>
<i>Total Earnings - MGMA %Tile</i>	<i>18.1%Tile</i>

Prospective Payment Model	Totals
Revenue	
Fee-For-Service	-
Prospective Payments	750,000
Total	<u>750,000</u>
Overhead	436,333
Earnings	<u>\$ 313,667</u>
<i>Total Earnings - MGMA %Tile</i>	<i>77.7%Tile</i>



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HEALTH NETWORK

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*April 30<sup>th</sup>, 2020*