

Fireside Chat with  
Don Crane,  
President & CEO,  
APG

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PHYSICIAN  
GROUPS 

**Taking Responsibility  
for America's Health**

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## Discussion Topics

- APG's Place in the Universe
  - Governance
  - Strategic Plan
- Exciting Federal Advocacy insights
- APG Annual Conference
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## APG Updates

# AMERICA'S PHYSICIAN GROUPS

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for America's Health**

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## Committees

- APM
- Clinical Quality Leadership
- Contracts
- HR
- Pediatrics- **NEW!**
- Pharmaceutical Care
- PR/Marketing
- Public Policy (Federal and California)
- State Government Programs
- Webinar Wednesday

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# Clinical Initiatives 2019

Amy Nguyen Howell, MD,  
MBA, FAAFP  
Chief Medical Officer

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## What is SOE®?

- Voluntary, self-assessed and web-based survey to capture attributes of the coordinated model of care at PO level
- Blueprint for assessing the tools and processes needed to meet:
  - strategic organizational priorities
  - increasing expectations of patients & payers
- Five publicly reported domains
  - Care Management Processes
  - Health Information Technology
  - Accountability and Transparency
  - Patient Centered Care
  - Advanced Primary Care
- Physician groups are publicly reported by star system
- Released in early March w/ 6-week completion--due late April
- Processing, scoring and auditing in early May by NCQA
- Final thresholds determined by clinical committee
- For more information: [www.apg.org/soe](http://www.apg.org/soe)



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## Updates on SOE 2019

- **Social Determinants of Health** questions added and will count towards total credit (Domain 1)
- **Post Hospital-Discharge Continuity** question changed to include IPAs who may not have a post-discharge continuity clinic, yet they provide a follow-up PCP visit within 7 calendar days--to ensure patients are seen promptly upon recent discharge from the hospital (Domain 1)
- **Financial standards** question added to better understand if medical groups have a standard auditing tool like a compliance checklist to review delegation oversight functions (Domain 3)
- **Payment alignment and physician opportunity** question changed to include value-based incentives to align with population health and outcome-based measures (Domain 5)

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## SOE® by the numbers in 2018



- 12<sup>th</sup> year
- 122 groups participated
- 11 first-time SOE participants
- 12.9 million Commercial lives
- 3.2 million Medicare Advantage lives
- 3.7 million Medicaid lives
- 87 Elite members in 2018
- 71% of SOE® participants made Elite designation
  - Increase of almost 10 % pts compared to 2017
- 6 new organizations achieved Elite status

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# APG Risk Readiness Tool



- Hands-on tool to assess your readiness for APMs
- Essential specific checklists:
  - patient safety
  - effective clinical care
  - patient-centered care and provider communication
  - care coordination
  - population health

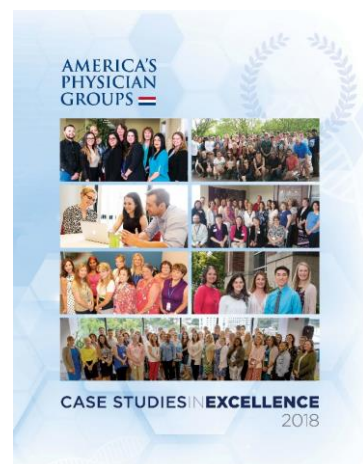
Log into our Resource Library for more info: [www.apg.org/resources](http://www.apg.org/resources)

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## Case Studies in Excellence

- Highly effective tool to demonstrate what our coordinated care systems can accomplish through innovation
- Publication features select examples of creative and effective programs implemented by APG members
- Education through sharing of best practices

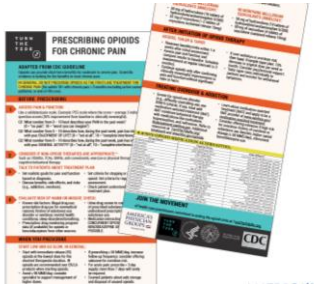


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# Prescribing Opioids for Chronic Pain



Tools to help end the opioid crisis

Reminder to:

- talk to the patient about chronic pain
- assess pain and function
- consider potential non-opioid therapies
- evaluate risk of misuse

Log into our Resource Library for more info: [www.apg.org/resources](http://www.apg.org/resources)

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For more information, please contact  
Chief Medical Officer:  
Dr. Amy Nguyen Howell  
[anguyen@apg.org](mailto:anguyen@apg.org)  
213-239-5051

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# APG Annual Compensation Surveys

- Physician Compensation
  - Gallagher
- Executive/Staff Compensation
  - GE Healthcare Camden Group
- Contact Annette Sanchez if you have not received information to participate [Asanchez@APG.org](mailto:Asanchez@APG.org)

## Physician Compensation Survey



# Annual Compensation Surveys

## Survey Timeline

**Option 1:** Emails will be sent to members by an APG representative with the attached questionnaire and instructions for submitting the data

**Option 2:** Questionnaires may be downloaded directly through the Integrated Healthcare Strategies survey portal  
<https://www.gallagherhrc.com/solutions/survey-data-analysis/compensation-surveys>

**Option 3:** Other forms of submission are also accepted, and organizations may provide any of the following:

- Physician compensation and production data in electronic format – Integrated Healthcare Strategies will utilize data to complete questionnaire on the organizations behalf
- Completed questionnaire from other physician compensation survey (e.g., MGMA)

Gallagher has a dedicated member of their team to assist APG organizations in participating, and answering any questions that may arise

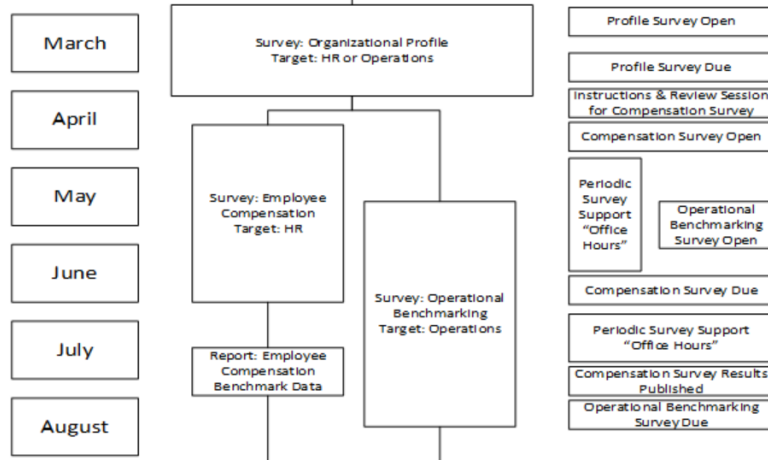
- Cayenne Kjerland: [Cayenne.Kjerland@AJG.com](mailto:Cayenne.Kjerland@AJG.com) (direct: 612-337-1175)

## Executive/Staff Survey: 2018 Improvements / Changes

- Consolidated & Improved HR Data Extract
  - Generally well accepted; Some organizations submitted partial responses only
  - Resulted in an electronic, interactive MS Excel tool
- Centralized Role Identification & Consolidation
  - Would be improved with full HR extracts
- Online Submission format
  - To return to an excel-based response tool



# Executive/Staff Survey 2019 Timeline



# ANNUAL Conference 2019

Quality and Efficiency: How to Succeed in Risk-Based Models

April 11-13, 2019 | Manchester Grand Hyatt, San Diego, CA

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- Great Content
- Networking!
- Bowling is the NEW Golf
- Who doesn't like San Diego?
- [www.APG.org](http://www.APG.org)

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## Questions?



LURA HAWKINS, MBA  
[LHAWKINS@APG.ORG](mailto:LHAWKINS@APG.ORG)



213-239-5046

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