



AdvantagePoint Northwest VCO

**Delana Quinlin, Executive Director
Dr. Tim Dykstra, DO, Medical Director**

APNW Team Background and Value Based History

- Lewiston, Idaho
 - Lifepoint Hospital Clinically Integrated Network Development: St Joseph Regional Medical Center
 - Physician Owned, Multispecialty Clinic: Catalyst Medical Group
- Idaho State Healthcare Innovation Plan (SHIP)
 - 2012 Initiative for Primary Care Transformation to Patient Centered Medical Home (PCMH)
- NCQA Certification + Content Expert Certification
- CMS Blue Button 2.0
- Idaho Health Data Exchange Data Workgroups
- Multiple Value Based, Risk-Bearing Contracts
 - 11 Concurrent and Unique Contracts
 - Federal & Commercial
- Value Based Partner Alignment
 - Improved Care & Stratification
 - Reduced Costs
 - Referral Control
 - High Cost / Utilization Reviews
 - Removing Unnecessary Services
 - Removing Administrative Burdens (Prior-Authorizations)

APNW Medicaid VCO Partners



Spokane
Mt. Spokane Pediatrics [2024 Add]



Sandpoint
Mountain View Family Medicine & Allergy Clinic
Sandpoint Family Health Center
Sandpoint Family Medicine

Post Falls
Northwest Specialty Hospital & Clinics

Santa
Tamarack Wellness

Moscow
Gritman Medical Center
Total Health Physicians Group

Lewiston
Catalyst Medical Group
St. Joseph Regional Medical Center

Boise
Intermountain Pediatric Clinic

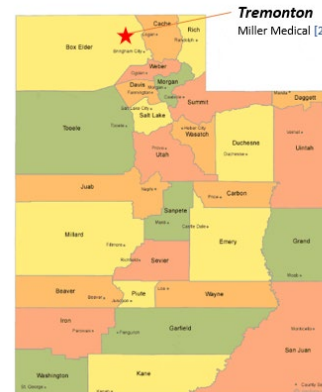
Rexburg
Complete Family Care

Idaho Falls
Obstetrics & Gynecology of Idaho Falls

Pocatello
Nobility Better Health [2024 Add]

Montpelier
Bear Lake Memorial Hospital

Preston
Preston Family Medicine [2024 Add]



Tremonton
Miller Medical [2024 Add]

APNW Network Structure

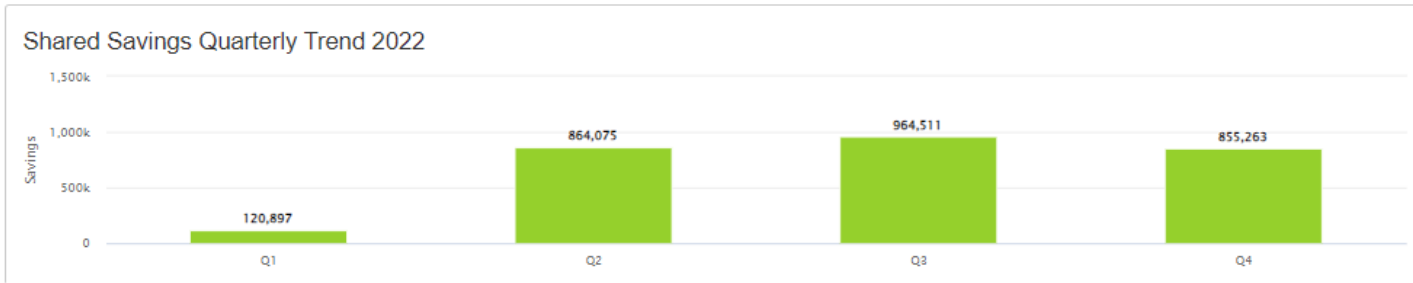
- Cultural Alignment
 - Data & Population Analysis Driven
 - Transparent
 - Continuous Performance Feedback
 - IS Support
 - Operational & Process Focus
 - Care Management
 - Wellness Visit
 - Social Determinants of Health
 - Funds Flow Model
 - Risk Appetite
 - 35% Symmetrical 2022
 - 80% Symmetrical 2023

APNW 2022 Financial Performance

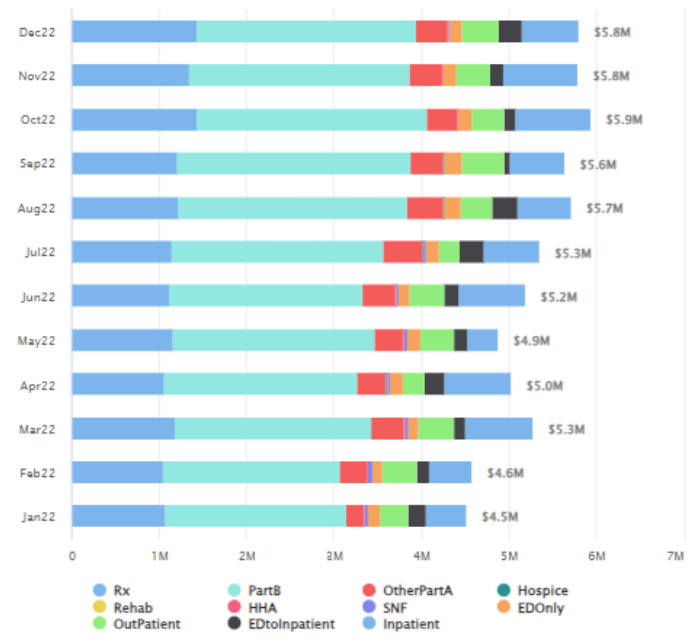
2022 2021 2020 2019

Payment Year 2022

Reporting Period	2022-01 to 2022-12
Member Months	95,230
Statewide Outlier Adjusted Paid PMPM SFY 2021	\$200.74
Statewide Average MARA Risk Score SFY 2021	1.295
Statewide Risk Normalized Outlier Adj Paid PMPM SFY 2021	\$155.07
Program Change Factor	0.00%
Years to Trend	3.50
Average MARA Risk Score SFY 2022	1.172
Gross Target PMPM SFY 2022	\$181.66
Outlier Adjusted Paid PMPM SFY 2022	\$155.76
Gross Savings/(Loss) PMPM SFY 2022	\$25.90
Net Savings/(Loss) PMPM SFY 2022	\$9.06
Gross Target Total SFY 2022	\$17,299,374
Outlier Adjusted Paid Total SFY 2022	\$14,833,187
Gross Savings/(Loss) Total SFY 2022	\$2,466,187
Net Savings/(Loss) Total SFY 2022	\$863,166



Monthly Expense Trends



Practice/Locations Savings Trend 2022

Practice	Net Savings/(Loss)	Last Year Net Savings/(Loss)
BEAR LAKE FAMILY CARE & OB/GYN RHC-003	(\$11,326)	(\$69,984)
BLMH PHYSICIANS CLINIC RHC-002	(\$26,028)	(\$47,470)
COMPLETE FAMILY CARE PLLC	\$63,526	(\$142,787)
GRITMAN MEDICAL CENTER	(\$8,073)	\$12,985
GRITMAN MEDICAL CENTER TROY CLINIC	(\$7,384)	(\$12,702)
GRITMAN MEDICAL KENDRICK CLINIC	(\$17,737)	(\$69,963)
HEALTHMOTIVATE CARE- MOSCOW SL01-001	\$13,257	\$5,837
INTERMOUNTAIN PEDIATRICS	\$11,297	(\$146,372)
MOSCOW FAMILY MEDICINE MAIN STREET GMC-005	\$6,430	\$93,835
MOSCOW FAMILY STUDENT HEALTH GMC-004	\$3,218	\$3,320
MOSCOW FAMILY WESTSIDE GMC-001	\$4,947	\$37,013
MOUNTAIN VIEW FAMILY MEDICINE & ALLERGY CLINIC	(\$453)	(\$249,836)
NORTHWEST FAMILY MEDICINE-003	\$21,804	(\$250,492)
NORTHWEST FAMILY MEDICINE-POST FALLS-018	\$48,804	\$48,446
NORTHWEST INTERNAL MEDICINE-011	\$32,144	\$62,203
OBSTETRICS AND GYNECOLOGY ASSOCIATES OF IDAHO FALL	\$13,837	(\$109,311)
SANDPOINT FAMILY HEALTH CENTER, LLC	\$84,854	\$17,663
SANDPOINT FAMILY MEDICINE	\$21,781	\$63,504
ST JOSEPH FAMILY MEDICINE-019	\$12,995	\$26,296
ST JOSEPH PRIMARY CARE-005	\$14,072	\$5,984
ST JOSEPH-DONALD GREGGAIN MD-020	\$11,860	\$50,595
VALLEY MEDICAL-FAMILY PRACTICE-CMG-001	\$173,157	\$314,264
VALLEY MEDICAL-INTERNAL MEDICINE-CMG-004	\$73,471	\$218,952
VALLEY MEDICAL-PEDIATRICS-CMG-002	\$313,408	\$910,963



APNW 2022 Quality Performance

Quality Dashboard Report 3/21/23

# Applicable Measures	# Measures Target Met	Savings Payout	Payout Calculation
6	6	100%	4
6	5	100%	4
6	4	100%	4/4
6	3	75%	3/4
6	2	50%	2/4
6	1	25%	1/4
6	0	0%	0/4

2022 Unofficial Performance Year Summary		
Measure Criteria	Applicable Measures	Expected Quality Share of Saving
Measures meeting Denominator Criterion	6	
Measures Meeting Quality Pool Criterion	5	100%

2022 Unofficial Performance Year Summary

Measure	Baseline Score	2022 Performance Year Target	2022 Current Score YTD	2023 Performance Year Target
↓Emergency Dept. Utilization per 1000 Member Month	44.92	43.57	32.06	27.50
↓30 Day Readmission Rates for Ages 18 to 64	14.5%	11.5%	6.0%	11.2%
Breast Cancer Screening	46.0%	49.0%	44.0%	50.2%
Diabetes HbA1c Testing	79.6%	82.6%	90.5%	84.4%
Wellness Visits (first 15 month of life, six or more well-child visits)	60.6%	63.6%	64.5%	67.7%
Wellness Visits Adolescents Ages 3 to 21	42.7%	45.7%	48.0%	43.6%

Healthy Connections Value Care - Baseline Summary for One Year Ended - June 30, 2019
 Current Performance - Full Period with 3 Months Runout for Dates of Service Ended – **November 30, 2022**

APNW Clinician Education

- Appropriate Complexity Capture
 - Complete Patient Claims Review
- Population Spend Analysis
 - High Cost Cases
 - High Utilization
 - Predictive Anomalies
- Quality Performance

APNW VCO Success Barriers

- Claims Data Limitations
 - Non-standard Supplemental Data (Patient Chart Notes)
 - Medicaid as Secondary Payer
- Benchmark Compressions
 - No Ceiling to Account for Financial Success
 - Quality Targets
- Proprietary Cost and Complexity Calculations
 - Lack of Transparency in Cost Calculations
 - Inability to Translate Anomalies (PY3 Projections Risk to Cost Increase)
 - Program Trend Factor – State Budget Sustainability
 - Unable to Properly Identify Coding Gaps
 - Data Delays & Inaccuracies

APNW VCO Hybrid Model Support

- All VCO are Not Created Equally
 - Value-Based Experience
 - Data Analysis Capabilities
 - Software Limitations
 - Resource Support
 - Geographical Scenarios
- Risk Appetite & Contract Management
- Idaho Medicaid “Managed” by Someone
 - Allow VCOs to Choose
 - Selection of Managing Partner Needs to Culturally Align with Goals