GRIPA Update
September 27, 2012
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GRIPA Today: Electronic Medical Records

- Community Care Connect program
  - GRIPA leading the effort to private, community physicians
  - GRIPA supports in determining whether Care Connect is an ideal fit for that office
  - GRIPA works closely with the RGHS Care Connect team to maximize overall project implementation
GRIPA Today: Community

- **Finger Lakes Health Systems Agency (FLHSA) Hypertension Project**
  - GRIPA coordinates with many practices to retrieve and aggregate thousands of blood pressure readings to supply to FLHSA
  - GRIPA’s coordination allows RGHS to contribute to this community project in the same way as Unity and Strong

GRIPA Today: Physician Support

- **Active physician support**
  - GRIPA Care Managers partner and collaborate with employed and private physicians in the care of their contracted members
GRIPA contracts directly with Employers

- GRIPA services over 30,000 local members who are a part of the GRIPA employer contracts –
  - Paychex
  - LiDestri Food & Beverage
  - Non-Monroe County Municipal School District Plan Consortium
  - RGHS
  - Monroe County

Excellus Performance & Quality Incentive Program: What is it?

Performance-based incentive program with Excellus that:

- Rewards physicians and RGHS for superior quality and medical performance
- Facilitates positive transformation from 'Fee for Service' payment system to one that rewards Quality and Performance
- Provides opportunities for financial gain through rewards for improving and maintaining quality measures; as well as shared reward in cost savings through efficiency improvements
Excellus Performance & Quality Incentive Program: 
Who Benefits?

Our PATIENTS!

Excellus Performance & Quality Incentive Program: 
How Does It Work?

• GRIPA physicians and RGHS engage in a 5-year contract with Excellus: 2013 – 2017
• ~110,000 Commercial and Medicare Advantage Excellus members included in the program
• Excellus members are grouped with their GRIPA PCP (private or RGHS employed)
• ~$520 million medical expense budget allocated to care for this population in Year 1 — increases each consecutive year by 3 – 4%
  • Includes all medical costs of member care: Inpatient, Outpatient, Pharmacy, etc.
Excellus Performance & Quality Incentive Program: 
How Does It Work?

- Shared reward on medical expense budget surplus; shared risk on deficit
  - GRIPA/RGHS assume short-term risk and will seek ways to build reserves against future risk
  - Primary care physician responsible for maintaining/improving health of their member group based on 18 Quality Measures
    - Physician financial incentives based on performance against measures

Hold the Dates

Health Care Reform in America - 
The Rochester, NY Story

October 30, 2012
Locust Hill @ 6:00 pm
Guest speaker:
Marc Bard, MD
Chief Innovation Officer, Navigant Health Care Practice

GRIPA PCP/Specialist Education meetings
November 2012
Dates tbd