

Improving Your Practice Performance and Bottom Line Through Preventive Care

Chip Hart

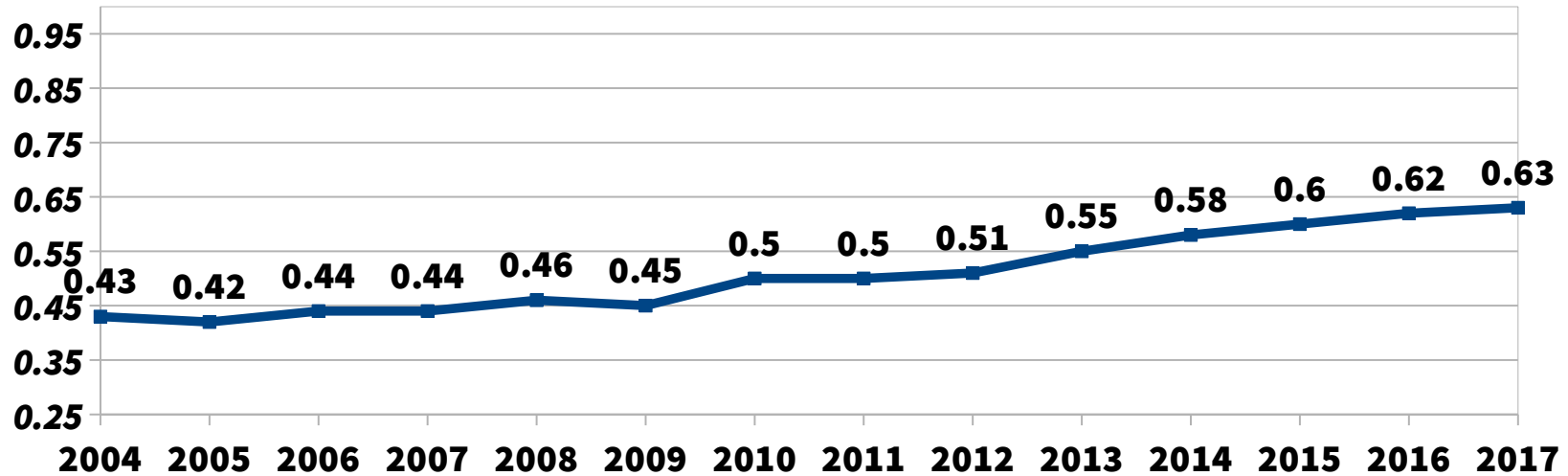
December 13, 2018

21st CNHN Pediatric Practice Management Program

“The Business of Pediatrics: Networking for
Pediatric Practice Success”

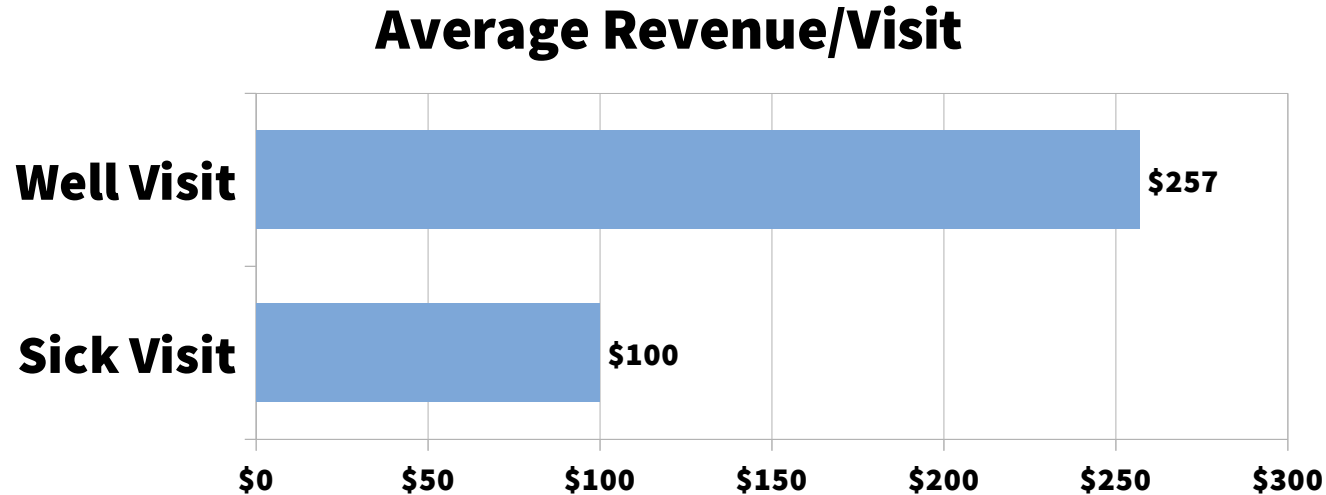
What's Happening Already

Well:Sick Visit Ratio



Why focus on preventive care?

Preventive care pays well.



What happens at these well visits?

Well visits include many vital services, all of which you bill for.

Visit Level	CPTs-Per-Visit	Visit Level	CPTs-Per-Visit
99212	1.5	99391	8.7
99213	1.5	99392	7.9
99214	2.2	99393	5.9
99215	3.1	99394	5.4

CPT	Units	Deposited
90460	21.1%	10.3%
99213	16.2%	24.8%
90461	13.4%	3.2%
99214	7.4%	16.2%
99392	4.4%	10.1%
96110	4.0%	1.0%
99391	3.9%	8.3%
99173	3.8%	0.2%
99393	3.7%	8.7%
96127	3.2%	0.4%
90471	2.6%	1.3%
99394	2.6%	6.6%
92551	2.4%	0.6%
94760	1.5%	0.0%
96160	1.4%	0.1%
92552	1.2%	0.7%
99212	1.1%	1.0%
92587	0.9%	0.6%
90472	0.8%	0.2%
96161	0.8%	0.1%
94640	0.5%	0.2%
99395	0.5%	1.3%
99215	0.4%	1.4%
G0447	0.4%	0.1%
99460	0.4%	0.7%
99238	0.4%	0.6%
97802	0.4%	0.0%
95004	0.3%	0.0%
99203	0.3%	0.7%

Well visits add up.

Most of your work, by volume or deposits, focuses on preventive medicine. Just not by visit totals.

Sick	Sick
Sick	Sick
Well	Well
Sick	Sick
Sick	Well
Well	Sick
Sick	Sick
Sick	Well
Well	Sick
Sick	Sick
Sick	Well
Well	Sick
Sick	
Sick	Well
Well	Sick
Sick	Well
Sick	Sick
Well	Sick
Sick	Well
Sick	
Well	Well
Sick	Sick
Sick	Well
Well	Sick
Sick	
Sick	Well
Sick	Sick
Sick	Sick

Tot: 20/8

Tot: 15/10

What does this look like?

Fewer visits, higher revenue...or both.

28 visits @ .43:1 ratio = \$4,056 revenue

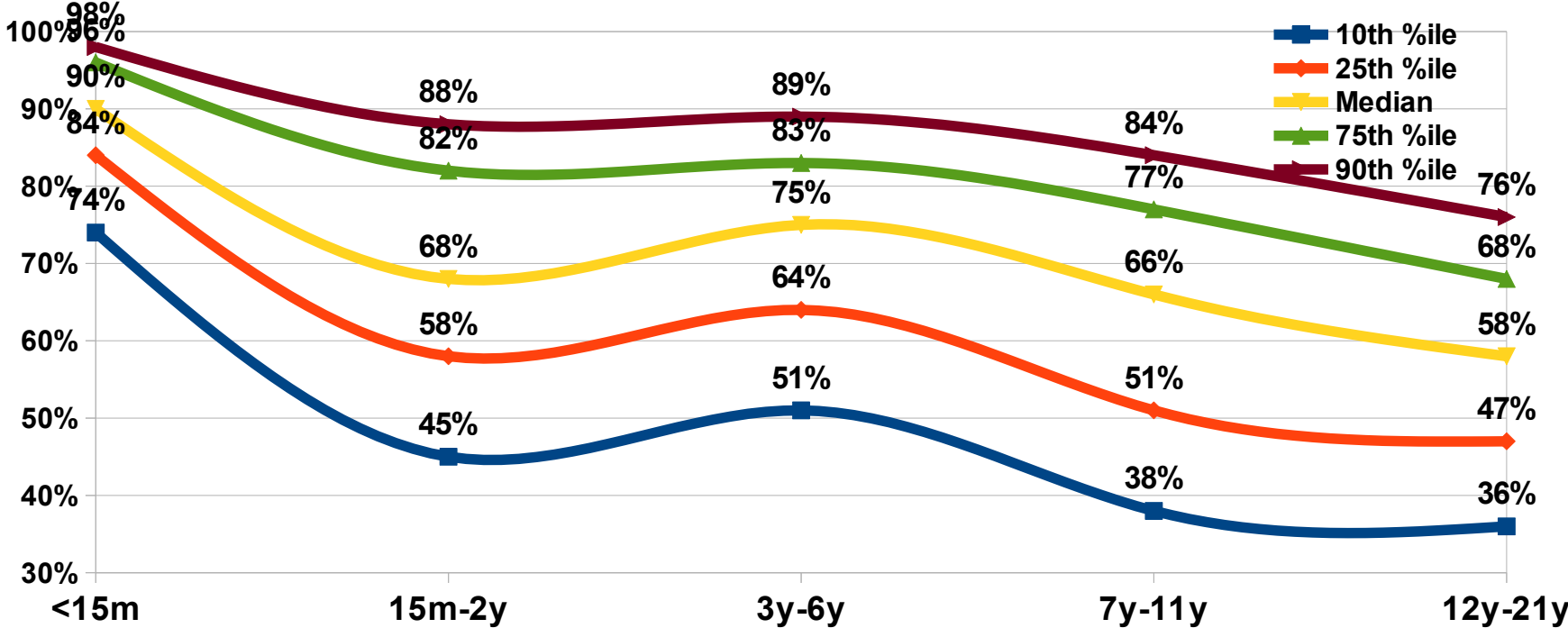
25 visits @ .63:1 ratio = \$4,070 revenue

**Swapping 2 sick for 2 well = \$60,000/annually
(2 * \$157 * 4 * 48)**



Pediatric EHR Solutions

How Am I Doing Now?



May 2017

Why focus on preventive care?

It's a measure of a well run practice.

Well Visit Coverage	
Medium Correlation	High Correlation
Missed Appointment %	ADD Followup
HPV Coverage	Adolescent Depression Screening
Infant Developmental Screening	
A/R Days	
% of A/R > 60 Days	
Revenue/Visit	
<u>RVUs/Visit</u>	
E&M Distribution	











Pediatric EHR Solutions

Why focus on preventive care?

Preventive care fills your schedule.

You can't recall children for an ear infection they are going to get in three weeks. Any Available time you have in your appointment book costs you money. Idle physicians are dangerous!

	Monday 10/01/18	Tuesday 10/02/18	Wednesday 10/03/18	Thursday 10/04/18	Friday 10/05/18
9:00 am	Sage Fields Consult	Emma Rafuse Well Visit	Scout Irwin Sick Call	Jerry Hartman Consult	Bradley Startoni Well Visit
9:15 am	Baby Smith 10yr - 11yr Well Visit		Kylie Kimmel Sick Call	Gregory Lingle Medication Followup	
9:30 am	Zachary Merritt 10yr - 11yr Well Visit	Dylan Shapiro Comprehensive Consult	 	Krissy Lane Well Visit	Erica Shifflett Comprehensive Consult
9:45 am	 			Jessica King Well Visit	
10:00 am				Jordan Tolene Sick Call	



Pediatric EHR Solutions

Why focus on preventive care?

Preventive care expands your value to the customer.

Right now, to many of your families, a visit to your practice is worth the price of a copay. Preventive care is your chance to re-establish the relationships you have with your patients and return to being the Trusted Messenger and provide a true Medical Home.

With HDHPs and Minute Clinics on the rise, this is more important than ever.



Pediatric EHR Solutions

Why focus on preventive care?

Preventive care is a P4P measure.

Already, well visit rates and chronic disease management measurements are being used as P4P measurements in every state. You don't have a choice.



Why focus on preventive care?

Because it's good for society.

<http://www.chronicdiseaseimpact.com/>

<https://www.milkeninstitute.org/publications/view/321>

An Unhealthy America: Economic Burden of Chronic Disease

“We could reduce the economic impact of disease by 27 percent, or \$1.1 trillion annually; we could increase the nation's GDP by \$905 billion linked to productivity gains; we could also decrease treatment costs by \$218 billion per year. *Lower obesity rates alone could produce productivity gains of \$254 billion and avoid \$60 billion in treatment expenditures per year.*”

Why focus on preventive care?

<https://www.surgeongeneral.gov/priorities/prevention/strategy/appendix1.pdf>

One of every five U.S. health care dollars is spent on caring for people with diagnosed diabetes.

People who increased physical activity (2½ hours a week) and had 5 to 7 percent weight loss reduced their risk of developing type 2 diabetes by 58 percent regardless of race, ethnicity, or gender.

A 5 percent reduction in the prevalence of hypertension would save \$25 billion in 5 years.

Annual health care costs are \$2,000 higher for smokers, \$1,400 higher for people who are obese, and \$6,600 higher for those who have diabetes than for nonsmokers, people who are not obese, or people do not have diabetes.

A 1 percent reduction in weight, blood pressure, glucose, and cholesterol risk factors would save \$83 to \$103 annually in medical costs per person.

Increasing use of preventive services, including tobacco cessation screening, alcohol abuse screening and aspirin use, to 90 percent of the recommended levels could save \$3.7 billion annually in medical costs.

Reducing average population sodium intake to 2,300 milligrams per day could save \$18 billion in health care costs annually.

Tobacco screening is estimated to result in lifetime savings of \$9,800 per person.

Asthma, high blood pressure, smoking, and obesity each reduce annual productivity by between \$200 and \$440 per person.



Pediatric EHR Solutions

Why focus on preventive care?

- **Preventive care pays well.**
- **It's a measure of a well run practice.**
- **Preventive care fills your schedule.**
- **Preventive care expands your value to the customer.**
- **Preventive care is a P4P measure.**
- **Because it's good for society.**

Why focus on preventive care?

Preventive care is good for your patients.

How many instances of scoliosis, hearing disability, vision problems, eating disorders, family violence, or the dozens of other developmental issues have you spotted during well visits during your career?

How many times have you spotted something and said to yourself, “I wish this patient had come in last year...”



Pediatric EHR Solutions

Bright Futures Periodicity Schedule

AGE ¹	INFANCY								EARLY CHILDHOOD							MIDDLE CHILDHOOD					ADOLESCENCE												
	Prenatal ²	Newborn ³	3-5 d ⁴	By 1 mo	2 mo	4 mo	6 mo	9 mo	12 mo	15 mo	18 mo	24 mo	30 mo	3 y	4 y	5 y	6 y	7 y	8 y	9 y	10 y	11 y	12 y	13 y	14 y	15 y	16 y	17 y	18 y	19 y	20 y	21 y	
HISTORY	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
MEASUREMENTS																																	
Length/Height and Weight		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Head Circumference		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Weight for Length		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Body Mass Index ⁵																•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Blood Pressure ⁶		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
SENSORY SCREENING																																	
Vision ⁷		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Hearing		• ⁸	• ⁹	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
DEVELOPMENTAL/BEHAVIORAL HEALTH																																	
Developmental Screening ¹¹								•				•																					
Autism Spectrum Disorder Screening ¹²										•	•																						
Developmental Surveillance		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Psychosocial/Behavioral Assessment ¹³		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Tobacco, Alcohol, or Drug Use Assessment ¹⁴																							•	•	•	•	•	•	•	•	•	•	•
Depression Screening ¹⁵																																	
Maternal Depression Screening ¹⁶				•	•	•	•																•	•	•	•	•	•	•	•	•	•	•
PHYSICAL EXAMINATION¹⁷		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
PROCEDURES¹⁸																																	
Newborn Blood		• ¹⁹	• ²⁰	•																													
Newborn Bilirubin ²¹		•	•																														
Critical Congenital Heart Defect ²²		•	•																														
Immunization ²³		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Anemia ²⁴					•				•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Lead ²⁵						•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Tuberculosis ²⁷				•				•			•			•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Dyslipidemia ²⁸																•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Sexually Transmitted Infections ²⁹																							•	•	•	•	•	•	•	•	•	•	•
HM ³⁰																							•	•	•	•	•	•	•	•	•	•	•
Cervical Dysplasia ³¹																																	
ORAL HEALTH³²																																	
Fluoride Varnish ³³						•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Fluoride Supplementation ³⁵						•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
ANTICIPATORY GUIDANCE	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•