



Medicare Advantage 2010 Rochester Area
Changes in Wellcare and
Introduction of Essence

Tom Sorrento RPh, CGP
Consulting Pharmacist, GRIPA



Wellcare Changes

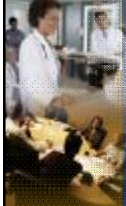


Change in Benefits

- No routine dental
- PCP visit copay increased from \$0 to \$10
- Specialist copay increased from \$30 to \$35
- Generic drug copay increased from \$0 to \$3

© 2008 Greater Rochester Independent Practice Association 2

Wellcare Changes

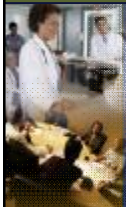


Changes in Drug Formulary

- Lilly insulin (Humulin/Humalog) no longer covered
- Preferred insulin is Novo Nordisk (Novolin/Novolog)
- Lipitor not covered - Crestor is preferred brand
- No brand name PPI is covered other than Zegerid
- Actonel is not covered
- Celebrex is not covered
- Ventolin HFA is 2nd tier \$39 -all other rescue inhalers are NF
- Flovent has been moved to 3rd tier \$79
- Asmanex and QVAR are 2nd tier \$39

© 2008 Greater Rochester Independent Practice Association 3

Essence Healthcare




A new Medicare Advantage HMO in New York

- Available only in Monroe and Wayne county
- A limited panel network using GRIPA providers with significant financial incentives linked to our successful implementation of Clinical Integration (CI)
 - » PCPs receive a case management fee paid directly from Essence starting with \$20 PMPM
 - » This PMPM may be adjusted up or down based on defined expectations set for the network
 - » *This will also affect the potential gainshare at the end of the year for all physicians.*

© 2008 Greater Rochester Independent Practice Association 4

Essence Expectations




PCP Completion of Online Coding Courses -free CME

- Each course takes around 1-2 hrs to complete
- Provides free CME for the provider
- Improved coding can increase the total pool of money shared by increasing the premium paid by Medicare
- Please try to complete 2 core courses asap - there is no time limit to complete advance courses but the earlier they are completed the greater your share of the gain at year end
- You can register for these Impact courses through the Impact Portal: <http://www.essenceimpact.com/>

© 2008 Greater Rochester Independent Practice Association 5

Essence Expectations



PCP's Attendance at a meeting held by Essence on coding


- Stresses the importance of coding correctly for the care of complex patients since it affects revenue from Medicare
- The first meetings will be held at 6:00 PM on February 9th and 10th at the Del Monte Lodge. Details will be faxed to your office.

Patient visits with PCP

- New patient should be seen within 90 days of enrollment
- Every member should be seen at least once a year
- This can be any level of visit but the patient needs to see the physician.

© 2008 Greater Rochester Independent Practice Association 6

Essence Expectations



Primary Care Physician Follow up visit


- Within 14 days of a patient's discharge from a hospital or ED.

Referrals from Primary Care Physicians to Specialists

- Must complete a referral any time a patient needs to see a specialist
- *In-network referrals are notification-only*
- Out of network specialists will require prior authorization.
- "retro referrals" (notifications after the specialist appointment) that have to be completed) count against our network

© 2008 Greater Rochester Independent Practice Association 7

Essence Expectations




Use of the GRIPA Connect Portal by PCPs and Specialists

- You or a member of your staff should be logging in once per day per physician.
- Encouraging electronic prescribing
 - » If you are using an e-Prescribing program other than through the GRIPA Connect Portal, you need to notify us so that our eligibility for increased gain share can be documented.
 - » If you are not currently using an e-prescribing program, please contact us so we can assist you.

© 2008 Greater Rochester Independent Practice Association 8

Additional Essence Incentives




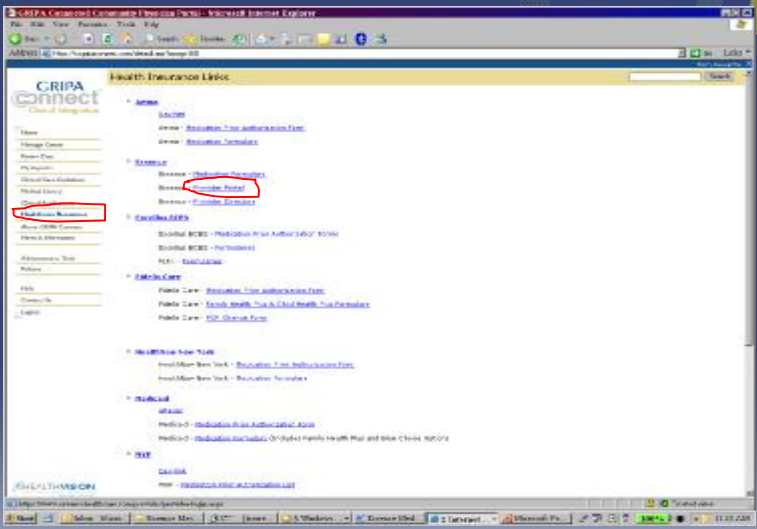
Essential Encounter Form

- Later this year Essence will be identifying high risk members
- PCPs will receive an additional payment for each patient they are asked to complete an Essence-designed Essential Encounter form

© 2008 Greater Rochester Independent Practice Association 9

Getting online with Essence





The screenshot shows a web browser window with the address bar displaying "http://www.cripaconnect.com/medicare/links.aspx". The page title is "CRIPA Connect Health Insurance Links". The page content is organized into several sections with expandable/collapsible headers:

- AMERICA**
 - Medicare - Medicare Part A
 - Medicare - Medicare Part B
 - Medicare - Medicare Part C
 - Medicare - Medicare Part D
- AMERICA CARE**
 - Medicare - Medicare Part A
 - Medicare - Medicare Part B
 - Medicare - Medicare Part C
 - Medicare - Medicare Part D
- AMERICA CARE**
 - Medicare - Medicare Part A
 - Medicare - Medicare Part B
 - Medicare - Medicare Part C
 - Medicare - Medicare Part D
- AMERICA CARE**
 - Medicare - Medicare Part A
 - Medicare - Medicare Part B
 - Medicare - Medicare Part C
 - Medicare - Medicare Part D

At the bottom of the page, there is a "CRIPA Connect" logo and a "Home" link.

© 2008 Greater Rochester Independent Practice Association 10

Essence Provider and Impact Portals

© 2008 Greater Rochester Independent Practice Association 11

GRIPA Staff Support

GRIPA Care Management Services (922-1520)

- Looking at patients discharged from ED/Hospital
- Identifying high risk patients and offering services
- Making recommendations:
 - » To save patients money on medications
 - » Address untreated conditions
 - » Optimize current medical conditions

GRIPA Provider Relations (922-1525)

- Available to help with any portal questions
 - » Essence referral process
 - » E-prescribing

© 2008 Greater Rochester Independent Practice Association 12