

Precision Healthcare Technologies - Compliance, Patient Engagement, & Revenue or CPR

Understanding Your One Time Engagement Pilot Program

Total Patients Total Revenue

REAL SAMPLE ATTACHED - \$333,901 Missed

2,500 **\$248,625** Most Providers are Missing \$250K to \$300K - Request Your Report [HERE!](#)

CMS/Payer Report Cards - Key Assumptions		Each Provider Has a Three-Page Report
1	We have many data sources but we start with CMS to give us an apples to apples comparison	
2	Most of these missed mandated services are missed preventive screenings we meet on day one	
3	Once screened, connecting to missed documented medical necessity services is the next step	
4	Moderate risk patients require a virtual or live visit, & high risk patients require a live & follow up visit	
5	Care coordination & navigation identifies ongoing new medical necessities that need action	
6	Compliance to avoid penalties is 60% but we expect 80%+. Each new connection is a navigation claim	
7	Most providers are 60% compliant on 2-3 of 16 quality measures which our assessments correct	
8	Real Example - Missed \$1.438 million can be delivered for \$479,564 in an ACO/Medicare Advantage	

*Providers keep 100% of this clinical revenue as Precision is paid separately or about +/- 6%

One Time Patient Outreach

Total Patients	2,500
Paid Encounters	750
Paid Per E-Visit	\$50
Gross Revenue	\$37,500
Billing - 10%	\$3,750
Net Revenue	\$33,750
Provider	\$16,875
Precision	\$16,875
Rep - 15%	\$2,531
Total to Rep	\$11,531

<-30%

Patient Health Records Initiative

Total Patients	2,500
Subscribers - 30%	750
Subscriber/Month	\$1
Annual Program	\$12
Provider Revenue	\$9,000

New Mandated Encounters

Total Patients	2,500
Moderate Risk - 33%	\$74,250
High Risk - 33%	\$148,500
TOTAL NET REVENUE	\$248,625

Why Only Paid on 30%?

*Provider's need this information even if not paid for Risk Stratification, RAF Scores & Capitation Credit

*Payers will not pay for ACO/MA,

A visit within seven days or new patient

*Preventive Visit have no Copay or Deductibles

Tip - Schedule All Moderate Risk with an NP Virtually

Basic Visit Requirements Below

\$90 -Virtual or Live Visit Required

\$180 - Live & Follow Up Required

Remember reps keep all of the ancillary commissions

DR. ZHIVAGO

LOCATION

3901 Nostrand Ave Suite L11,
Brooklyn, NY, 11235

SPECIALTY

Internal Medicine

ENTITY TYPE

Individual

NPI NUMBER

1124198304

Risk Score
1.1206

Total Beneficiaries
536

Total Services
6023

Missed QM Opportunity
\$333,901.00

EKG Opportunity
\$30,495.00

ABi Opportunity
\$10,938.00

AWV Opportunity
\$74,560.00

MH Opportunity
\$22,896.00

RPM
\$65,606.40

CCM
\$20,868.81

Sr. No.	Quality measures	QM Reported (%)	QM Not Reported (%)	QM Cost (\$)	QM Missed Opportunity cost (\$)
1	Atrial fibrillation	54(10%)	482(90%)	\$ 81	\$39,042.00
2	Alzheimer	70(13%)	466(87%)	\$ 160	\$74,560.00
3	Asthma	32(6%)	504(94%)	\$ 19	\$9,576.00
4	Cancer	70(13%)	466(87%)	\$ 20	\$9,320.00
5	Congestive Heart Failure	75(14%)	461(86%)	\$ 68	\$31,348.00
6	Chronic Kidney Disease	118(22%)	418(78%)	\$ 60	\$25,080.00
7	COPD	64(12%)	472(88%)	\$ 43	\$20,296.00
8	Depression	59(11%)	477(89%)	\$ 48	\$22,896.00
9	Diabetes	139(26%)	397(74%)	\$ 48	\$19,056.00
10	Hyperlipidemia	338(63%)	198(37%)	\$ 11	\$2,178.00
11	Hypertension	348(65%)	188(35%)	\$ 15	\$2,820.00
12	Ischemic heart disease	182(34%)	354(66%)	\$ 62	\$21,948.00
13	Osteoporosis	54(10%)	482(90%)	\$ 17	\$8,194.00

Sr. No.	Quality measures	QM Reported (%)	QM Not Reported (%)	QM Cost (\$)	QM Missed Opportunity cost (\$)
14	Rheumatoid Arthritis	220(41%)	316(59%)	\$ 17	\$5,372.00
15	Seizures	11(2%)	525(98%)	\$ 19	\$9,975.00
16	Stroke	16(3%)	520(97%)	\$ 62	\$32,240.00
				Total	\$333,901.00

SERVICES PROVIDED BY THIS PROVIDER

ID	HCPCS Code	Description	Drug	Place of Service	No. of Services	No. of Beneficiaries	Avg. Submitted Charge	Avg. Medicare Allowed Amount	Avg. Medicare Payment	Completed (%)	Missed (%)	Rate (\$)	Missed Opportunity (\$)
1	0011A	Adm sarscov2 100mcg/0.5mlist	N	O	51	51	\$50.00	\$23.59	\$23.59	9.51%	90.49%	\$ Enter Rate	
2	0012A	Adm sarscov2 100mcg/0.5ml2nd	N	O	51	51	\$50.00	\$47.64	\$47.64	9.51%	90.49%	\$ Enter Rate	
3	36415	Insertion of needle into vein for collection of blood sample	N	O	859	398	\$10.00	\$2.98	\$2.98	74.25%	25.75%	\$ Enter Rate	
4	80061	Blood test, lipids (cholesterol and triglycerides)	N	O	314	235	\$39.73	\$13.31	\$13.31	43.84%	56.16%	\$ Enter Rate	
5	82270	Stool analysis for blood to screen for colon tumors	N	O	50	50	\$25.00	\$4.36	\$4.36	9.33%	90.67%	\$ Enter Rate	
6	82306	Vitamin d-3 level	N	O	165	159	\$100.00	\$29.51	\$29.51	29.66%	70.34%	\$ Enter Rate	
7	83036	Hemoglobin ale level	N	O	61	45	\$25.00	\$9.68	\$9.68	8.40%	91.60%	\$ Enter Rate	
8	84439	Thyroxine (thyroid chemical) measurement	N	O	262	213	\$25.27	\$8.96	\$8.96	39.74%	60.26%	\$ Enter Rate	
9	84443	Blood test, thyroid stimulating hormone (tsh)	N	O	263	214	\$86.75	\$16.69	\$16.69	39.93%	60.07%	\$ Enter Rate	
10	85025	Complete blood cell count (red cells, white blood cell, platelets), automated test	N	O	469	306	\$25.12	\$7.71	\$7.71	57.09%	42.91%	\$ Enter Rate	
11	90662	Vaccine for influenza for injection into muscle	Y	O	198	194	\$75.00	\$60.76	\$60.76	36.19%	63.81%	\$ Enter Rate	
12	90670	Pneumococcal vaccine for injection into muscle	Y	O	37	37	\$400.00	\$225.86	\$225.86	6.90%	93.10%	\$ Enter Rate	
13	90732	Vaccine for pneumococcal polysaccharide for injection beneath the skin or into muscle, patient 2 years or older	Y	O	75	74	\$70.00	\$69.76	\$69.76	13.81%	86.19%	\$ Enter Rate	
14	93000	Routine ekg using at least 12 leads including interpretation and report	N	O	287	272	\$75.00	\$20.07	\$14.31	50.75%	49.25%	\$ Enter Rate	
15	99203	New patient office or other outpatient visit, typically 30 minutes	N	O	12	12	\$150.00	\$121.98	\$81.99	2.24%	97.76%	\$ Enter Rate	

ID	HCPCS Code	Description	Drug	Place of Service	No. of Services	No. of Beneficiaries	Avg. Submitted Charge	Avg. Medicare Allowed Amount	Avg. Medicare Payment	Completed (%)	Missed (%)	Rate (\$)	Missed Opportunity (\$)
16	99204	New patient outpatient visit, total time 45-59 minutes	N	O	17	17	\$250.00	\$203.64	\$153.36	3.17%	96.83%	\$ <input type="text" value="Enter Rate"/>	
17	99212	Established patient office or other outpatient visit, typically 10 minutes	N	O	913	370	\$100.00	\$46.94	\$34.79	69.03%	30.97%	\$ <input type="text" value="Enter Rate"/>	
18	99213	Established patient office or other outpatient visit, typically 15 minutes	N	O	735	368	\$150.00	\$80.85	\$53.42	68.66%	31.34%	\$ <input type="text" value="Enter Rate"/>	
19	99214	Established patient office or other outpatient, visit typically 25 minutes	N	O	462	292	\$200.00	\$120.53	\$74.59	54.48%	45.52%	\$ <input type="text" value="Enter Rate"/>	
20	99215	Established patient office or other outpatient, visit typically 40 minutes	N	O	18	18	\$200.00	\$161.27	\$86.21	3.36%	96.64%	\$ <input type="text" value="Enter Rate"/>	
21	99441	Physician telephone patient service, 5-10 minutes of medical discussion	N	O	43	34	\$125.00	\$66.06	\$52.85	6.34%	93.66%	\$ <input type="text" value="Enter Rate"/>	
22	99442	Physician telephone patient service, 11-20 minutes of medical discussion	N	O	11	11	\$130.00	\$111.16	\$61.79	2.05%	97.95%	\$ <input type="text" value="Enter Rate"/>	
23	99497	Advance care planning by the physician or other qualified health care professional	N	O	13	13	\$150.00	\$94.68	\$68.32	2.43%	97.57%	\$ <input type="text" value="Enter Rate"/>	
24	G0008	Administration of influenza virus vaccine	N	O	198	194	\$25.00	\$19.73	\$19.73	36.19%	63.81%	\$ <input type="text" value="Enter Rate"/>	
25	G0009	Administration of pneumococcal vaccine	N	O	113	111	\$25.00	\$19.69	\$19.69	20.71%	79.29%	\$ <input type="text" value="Enter Rate"/>	
26	G0179	Physician re-certification for medicare-covered home health services under a home health plan of care (patient not present), including contacts with home health agency and review of reports of patient	N	O	46	31	\$100.00	\$47.02	\$32.12	5.78%	94.22%	\$ <input type="text" value="Enter Rate"/>	
27	G0I80	Physician certification for medicare-covered home health services under a home health plan of care (patient not present), including contacts with home health agency and review J of reports of patient st	N	O	14	14	\$100.00	\$60.96	\$48.20	2.61%	97.39%	\$ <input type="text" value="Enter Rate"/>	
28	G0402	Initial preventive physical examination; face-to-face visit, services limited to new beneficiary during the first 12 months of medicare enrollment	N	O	12	12	\$200.00	\$184.99	\$184.99	2.24%	97.76%	\$ <input type="text" value="Enter Rate"/>	
29	G0439	Annual wellness visit, includes a personalized prevention plan of service (pps), subsequent visit	N	O	258	258	\$150.00	\$130.02	\$130.02	48.13%	51.87%	\$ <input type="text" value="Enter Rate"/>	
30	G2012	Brief communication technology-based service, e.g. virtual check-in, by a physician or other qualified health care professional who can report evaluation and management services, provided to an establ	N	O	123	85	\$25.00	\$14.79	\$10.26	15.86%	84.14%	\$ <input type="text" value="Enter Rate"/>	