



WeCare Practice Partners

Preventative Care
Management Services
dedicated to drive best
patient outcome



WeCare – Putting Patients First

WeCare Practice Partners is a healthcare management firm that provides physicians, patients and healthcare organizations with coordination services that improve quality of whole patient care, streamline cost containment and strengthen practices revenues through unrealized markets. We believe the physician/patient relationship is the most important yet underserved care improvement opportunity in the healthcare system. By bringing the focus back to the basics, WeCare is able to create care from chaos and support the foundation of improved outcomes through provider relationships.

- Medicare began reimbursing physicians for chronic care management (CCM) services in January 2015 under CPT® 994901 in response to anecdotal evidence that care management services reduce the total costs of care and improve patient outcomes.
- As CMS noted in the 2020 Medicare Physician Fee Schedule Final Rule, CCM is “increasing patient and practitioner satisfaction, saving costs, and enabling solo practitioners to remain in independent practice.”
- Despite this, CCM remains under utilized. Although two-thirds of traditional Medicare beneficiaries (about 35-million individuals) suffer from multiple chronic conditions, less than 10% have received these services.
- *WeCare provides end-to-end care management services for primary care providers and specialists so they can in turn promote a holistic care experience to their patients and capture the revenue for these services.*



Background & Current Situation

Care Management Services

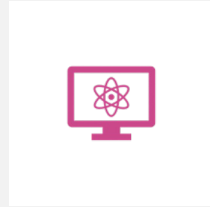
Patient Population Management

WeCare will manage the entire scope of patient population management on the provider's behalf; starting with a thorough analysis of the patient pool all the way up to the billing process. Best of all, we do this without any upfront payment.



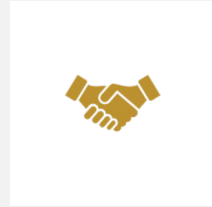
Analyze

Analyze provider EMR/EHR to identify chronic care patients and applicable services



Create

Create personalized care plans for chronic patients (CCM, PCM, RPM, BHI, AWV)



Onboarding

Our Care Team will onboard your patients with the use of proprietary software, hardware for patients and data integration with the provider's EMR



Retention

Through continuous monitoring we decrease ER visits, hospital readmissions and increase e/m visits at your practice



Accounting

Compile data and provide easy to understand packages to provider for billing purposes

Care Management Services – Primary Care Provider

Overview

Chronic Care Management - CCM	Remote Physiological Monitoring – RPM	Annual Wellness Visit – AWW/SWV	Behavioral Health Integration - BHI	Advanced Care Planning - ACP
<ul style="list-style-type: none"> • Qualifier: 2 or more chronic conditions • Billing Practitioner: Primary Care Provider • Scope: Manage total patient care • Trigger: General need for care coordination • Intended Duration: Long-term, as needed • Time Requirement: 20min./month with 20 min. extensions 	<ul style="list-style-type: none"> • Qualifier: Need for medical monitoring device(s) • Scope: Monitor health condition(s) of patient between office visits • Trigger: General need for care coordination/ follow up • Intended Duration: Long-term, as needed • Time Requirement: 20min./month with 20 min. extensions 	<ul style="list-style-type: none"> • Qualifier: 12 months after Medicare enrollment • Scope: Initial wellness visit (AWV) followed by subsequent wellness visit (SWV) • Intended Duration: Long-term • Time Requirement: 30-40 minutes 	<ul style="list-style-type: none"> • Qualifier: 1 or more BH conditions • Scope: Monitor BH condition of patient between office visits • Trigger: General need for care coordination • Intended Duration: Long-term, as needed • Time Requirement: 20 min./month 	<ul style="list-style-type: none"> • Qualifier: CCM recipients • Scope: discuss end-of-life decisions with patient • Trigger: AWW or stand alone • Intended Duration: Long-term, as needed (appr. 90 day intervals) • Time Requirement: 30 min./session with additional 30 min. extensions

Note: These summarizations are not strict service requirements, rather, a brief synopsis of intended use of the codes based on various readings of CMS regulatory guidance and other materials.

Most Common Chronic Conditions Chart

21 most prevalent chronic conditions based on Medicare utilization and spending.

- | | | |
|--|--|---|
| <ul style="list-style-type: none">• Alcohol Abuse• Alzheimer's Disease and related dementia• Arthritis (Osteoarthritis and Rheumatoid)• Asthma• Atrial Fibrillation• Autism Spectrum Disorders• Cancer (Breast, Colorectal, Lung and prostate) | <ul style="list-style-type: none">• Chronic Kidney Disease• Chronic Obstructive Pulmonary Disease• Depression• Diabetes• Drug Abuse/ Substance Abuse• Heart Failure• Hepatitis (Chronic Viral B&C) | <ul style="list-style-type: none">• HIV/ AIDS• Hyperlipidemia (High cholesterol)• Hypertension (High blood pressure)• Ischemic Heart Disease• Osteoporosis• Schizophrenia and other psychotic disorders• Stroke |
|--|--|---|

Let WeCare do the Heavy Lifting

- Care management requires over 2 full-time staff and Care Managers for every 200 patients enrolled
- We provide complete concierge services helping your patients with their medical services needs such as setting provider appointments, transportation assistance, and help with all things related to receiving their needs and medical care
- We spend over 2 hours each month on average with your patients during our weekly virtual visits
- Our process involves identifying acute chronic conditions, developing a personalized care plan which includes setting goals, monitoring the progress toward goal attainment, and discussing barriers and modifying the plan to enable successful achievement of the goals
- WeCare's billing department can handle all billing processes, assuring that the practice only pays for services which have been paid for by the payor. There is no risk of having to pay us for services which ultimately do not end up being approved and paid.

2022 CCM Reimbursement Rate Changes

CPT CODE	TIME SPENT BY CLINICAL STAFF	OLD RATE	RATE PERCENTAGE CHANGE	NEW RATE
BASIC CCM				
99490	At least 20 minutes in a given month	\$41	+51%	\$62
99439	Additional 20 minutes	\$38	+23%	\$47
COMPLEX CCM				
99487	At least 60 minutes in a given month	\$92	+41%	\$130
99489	Each additional 30 minutes in a given month	\$44	+56%	\$69
BEHAVIORAL HEALTH				
99484	At least 20 minutes in a given month	\$47	-8%	\$43

National payment amounts, rounded non-facility price*

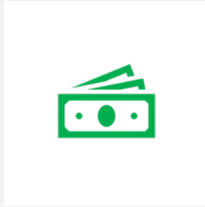
Care Management Services – Primary Care Provider

Revenue Example

Total Patients: 500

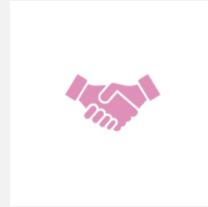
Service	#Patients	%Patients	Rate	WeCare Fee	Monthly Revenue	Description
CCM (99490)	150	30%	\$ 61.39	\$ 27.00	\$ 5,159	Standard initial 20 min.
CCM (99439)	150	30%	\$ 46.41	\$ 27.00	\$ 2,912	2nd 20 min.
CCM (99439)	150	30%	\$ 46.41	\$ 27.00	\$ 2,912	3rd 20 min.
CCM (99487)	350	70%	\$ 130.32	\$ 62.00	\$ 23,912	Complex initial 60 min.
CCM (99489)	350	70%	\$ 68.99	\$ 32.00	\$ 12,947	Complex 1st add'l 30 min.
CCM (99489)	150	30%	\$ 68.99	\$ 32.00	\$ 5,549	Complex 2nd add'l 30 min.
RPM (99453)	350	70%	\$ 18.91	\$ 18.50	\$ 144	Initial Education/ Device Setup
RPM (99454)	250	50%	\$ 48.96	\$ 35.00	\$ 3,490	Monthly Device Fee
RPM (99457)	250	50%	\$ 47.74	\$ 25.00	\$ 5,685	1st 20 min/ month
Provider Revenue Per Year					\$ 752,484	

Bill rates are national average rates for 2023. WeCare Fees have been applied. Chart is for illustration purposes only. Actual results may vary.



Increased Profitability

Because no additional resources are needed by the provider, revenue for CMS will drop to the bottom line



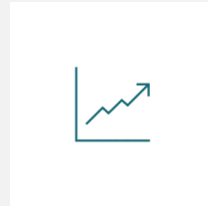
Win - Win Partnership

WeCare will provide a no-risk, turn-key solution, so the provider can continue to focus on primary patient care



Retention

Continuous CCM and RPM will decrease hospitalization and drive patient retention for the provider

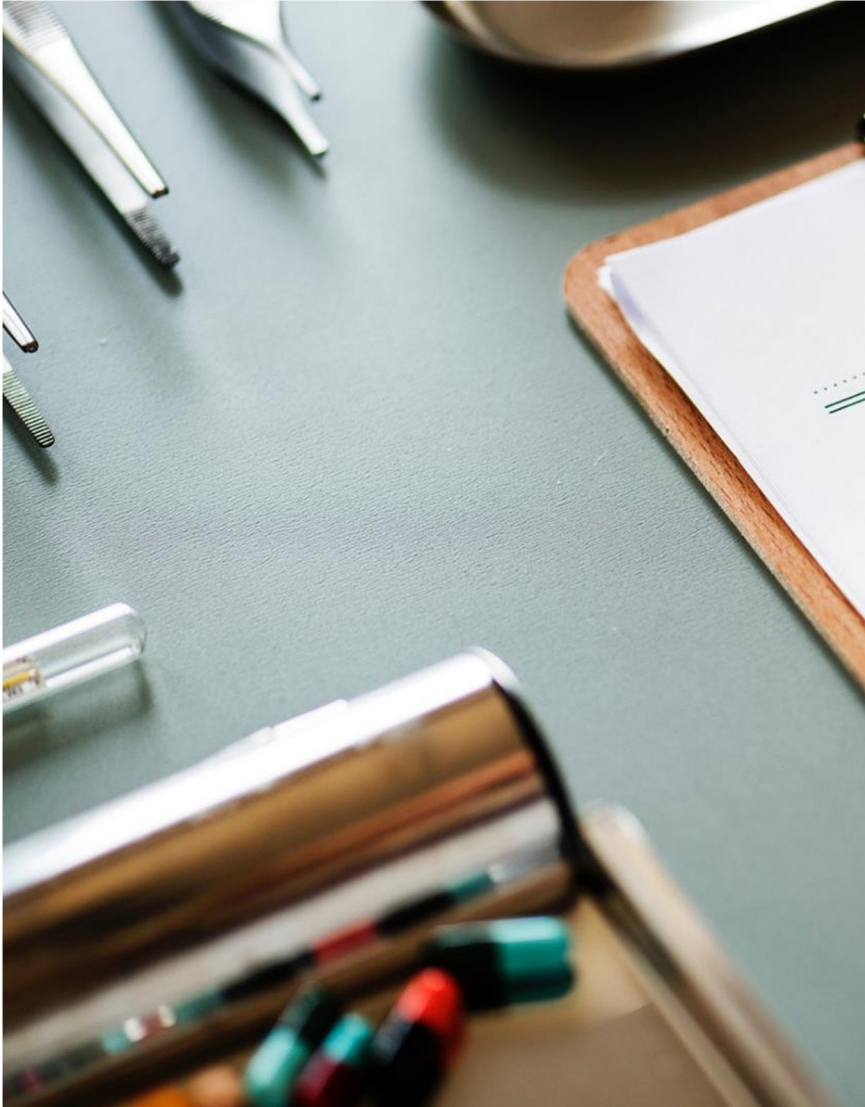


Improved Scores

AWVs will improve the provider's MIPS & HRSA scores which will in turn maximize his/ her bill rates

**Lasting Benefits
For The
Provider**

**[Click this link to
watch an
informative
Video](#)**



Thank You