



Precision Value Based Management

[What You Need to Know TODAY about Medicare Shared Savings Programs \(MSSPs\)](#)

Recently I've been proudly told by several providers or groups that they are now part of an MSSP. Really? Here's what you may not know.

Please Ask Yourself;

1. Does my MSSP advance me a capitation of either \$30 per traditional Medicare patient per month or 115% of your billed encounters last year?
2. Does it also allow me to keep full fee for service revenue?
3. Does it allow me to participate in and keep my earned bonuses on top of these things?
4. Are you sharing these risks with your program sponsors or are they taking that risk for you to protect you from loss?

PVBM, is the only company presently to have contracts with two different Direct Contracting Entities (DCEs) for CMS, paying capitated type fees to providers for their qualifying traditional Medicare patients. In our program the provider gets all of the benefits of all items above.

REALITY – Some of these new MSSPs are largely ACO and Medicare Advantage plan structures overlayed to capture traditional Medicare patients. Why? In the last four years Medicare Advantage programs have fallen out of favor with patients and CMS to 40% of the market when they used to command over 60%. Patients don't like the higher deductibles, copayments and service restrictions.

Regardless of the plan, compliance, and metrics matter to CMS. This is exactly why PVBM has been selected by these DCE's. Our technology is the institutional grading and ranking system used to determine exactly what is expected of each and every patient. With each encounter new medical necessities are determined in seven categories, and dynamic care plans are automatically generated. In this case you can't save your way to prosperity and shared savings. In these other programs, the only way to assure savings is to restrict certain services.

Not only does PVBM drastically improve compliance, but the missed revenue for NOT complying is hundreds of thousands of dollars. Our record LOW for Initial Practice Value (IPV) for a single provider is \$554,559.26. The only thing worse than missing out on that revenue is being penalized for not taking it. That is exactly what is happening.

SOLUTION

OK so you're already locked into another MSSP for this year. The good news is that TODAY you are still able to take advantage all services that PVBM provides. The really good news is that next year, with a year of PVBM's services and data under your belt, your monthly capitated rate could start at \$50 to \$70 rather than the \$30. Or on the second plan, you're getting 115% of maybe \$1.5 million instead of 115% of \$1 million. And it can go up each year for the next five years. For more information please contact Doug Sparks at doug@precisionvbm.com.

