



# Phase I Contracting Strategy and Partner Allocations

*AMCH PPS - Finance Committee Meeting*

*June 27, 2016*

# Agenda

Phase I Strategy Overview

Partner Share of Funds

Eligible Allocations Process

Phase I Funds Flow

Next Steps

# Phase I Strategy Overview

# Phase I Contracting Principles

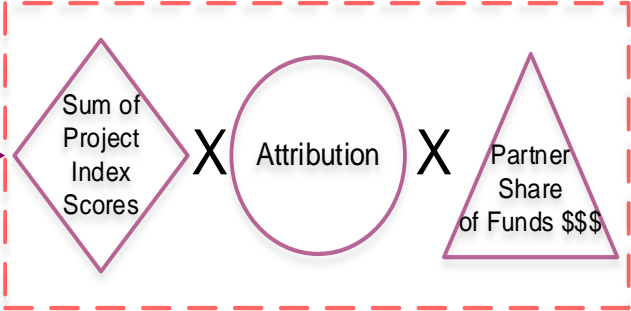
- The PPS is building an IDS, not creating silos via projects
- Foster transparency and commit to maximizing efficiency and administrative simplicity
- Base all calculations on defensible, objective numbers and assumptions
- Thoughtfully engage partners to assign the “right” people to roles
- The locus of care delivery will change, requiring updates in the contracting process and allocation over time
- Phase II contracting will build on the principles of Phase I strategies and further refine the contracting process as the PPS moves towards VBP contracts

# Phase I Key Assumptions

- No payments will be made to providers before AMCH PPS receives payment
- No payments will be made to providers without executed POA, BAA, and Phase I contracts
- Providers will not receive any payments prior to meeting defined metrics
- If AMCH PPS is subject to funds recoupment or forgoes payment due to missed milestones dependent on provider participation and input, providers may be subject to proportionate recoupment or decreased payment

**Partner Share of Funds  
\$\$\$**

**Partner Maximum  
Eligible Allocation**



**Partner Completes Reporting Process**

**Partner Payments**

# Partner Share of Funds

# Phase I Partner Share Budget

- AMCH developed partner share budget by establishing **partner contract revenue per project for each DY**
  - Based on lag analysis, total project values, and % of project value when compared to total award
- COPE developed proposals for PP1 partner share of funds based on 35% share of the DY2 dollars available for distribution plus 100% of DY1 dollars available



# Phase I Partner Share of Funds

**Methodology: Partner share of funds calculated by a percentage of total DY2 contract revenue (less 2.d.i revenue), plus total DY1 contract revenue (less DY1 2.a.i spend and DY1 2.d.i revenue)**

DY2 Distribution Percentage	35%
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DY1	
Total Partner Contract Revenue	\$ 6,887,881
Less 2.a.i Spend	\$ (349,715)
Less 2.d.i Revenue	\$ (653,678)
Adjusted Partner Contract Revenue	\$ 5,884,489

DY2	
Total Partner Contract Revenue	\$ 12,067,422
Less 2.d.i Revenue	\$ (1,145,229)
Adjusted Partner Contract Revenue	\$ 10,922,193
Budgeted Reliable Share of Funds for DY2	\$ 3,822,767
<b>Partner Share of Funds for PP1 Distribution</b>	<b>\$ 9,707,256</b>

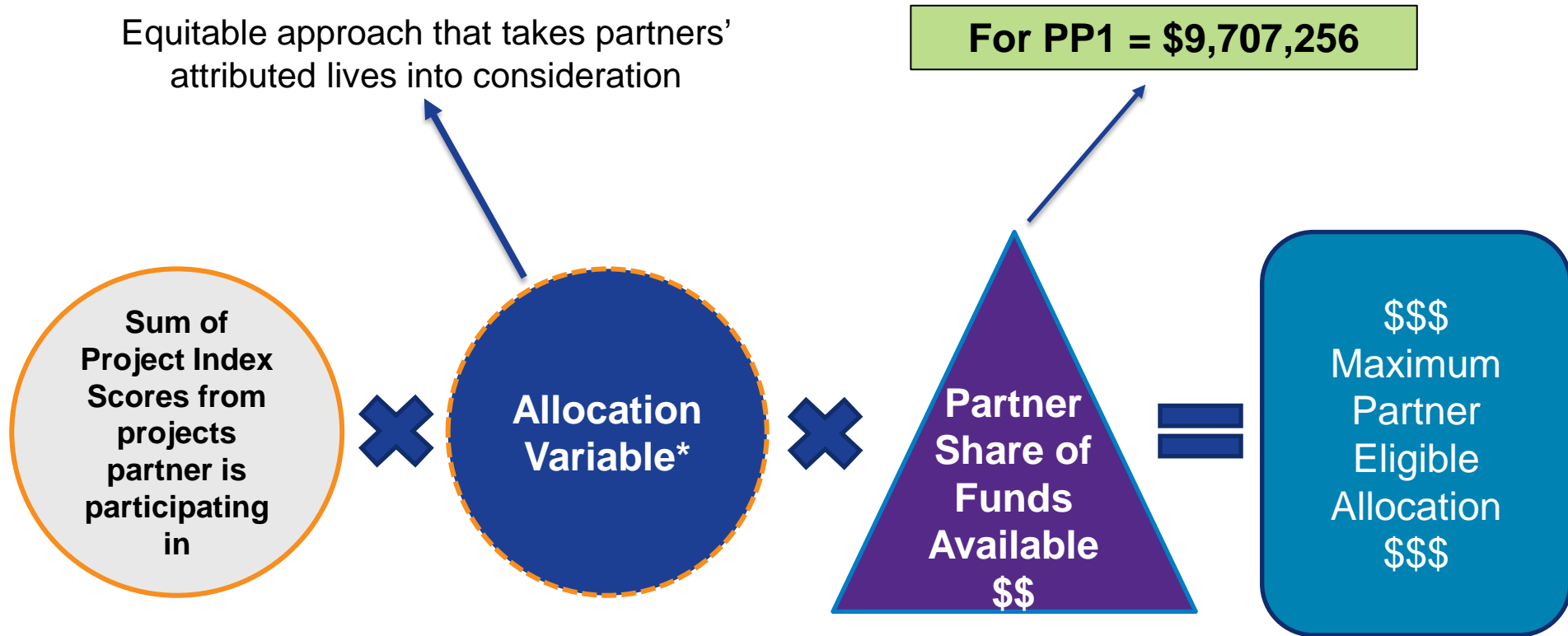
<b>DY 1</b>		<b>PROJECT VALUE</b>	<b>INDEX SCORE</b>	<b>PROJECT VALUE % OF TOTAL AWARD</b>	<b>PARTNER CONTRACT REVENUE BY PROJECT</b>
2.a.i	INTEGRATED DELIVERY SYSTEM	19,442,565.00	0.56	14.51%	999,575.98
2.a.iii	HEALTH HOME AT RISK	15,386,179.00	0.46	11.48%	791,030.14
2.a.v	MEDICAL VILLAGE	14,710,768.00	0.42	10.98%	756,306.09
2.b.iii	ED CARE TRIAGE	13,872,730.00	0.43	10.35%	713,221.10
2.d.i	PATIENT ENGAGEMENT	12,714,561.00	0.56	9.49%	653,677.63
3.a.i	BEHAVIORAL HEALTH/PRIMARY CARE INTEGRATION	12,536,889.00	0.39	9.36%	644,543.20
3.a.ii	BEHAVIORAL HEALTH CRISIS STABILIZATION	11,910,305.00	0.37	8.89%	612,329.43
3.b.i	CVD	9,750,341.00	0.3	7.28%	501,281.94
3.d.iii	ASTHMA	10,090,343.00	0.31	7.53%	518,762.03
4.b.i	TOBACCO	7,606,276.00	0.23	5.68%	391,051.84
4.b.ii	CANCER	5,953,930.00	0.17	4.44%	306,101.87
		<b>133,974,887.00</b>			<b>6,887,881.25</b>
<b>CONTRACT REVENUE FOR DY1</b>		<b>6,887,881.25</b>			

<b>DY 2</b>		<b>PROJECT VALUE</b>	<b>INDEX SCORE</b>	<b>PROJECT VALUE % OF TOTAL AWARD</b>	<b>GROSS PARTNER CONTRACT REVENUE BY PROJECT</b>
2.a.i	INTEGRATED DELIVERY SYSTEM	19,442,565.00	0.56	14.51%	1,751,235.94
2.a.iii	HEALTH HOME AT RISK	15,386,179.00	0.46	11.48%	1,385,868.05
2.a.v	MEDICAL VILLAGE	14,710,768.00	0.42	10.98%	1,325,032.25
2.b.iii	ED CARE TRIAGE	13,872,730.00	0.43	10.35%	1,249,548.26
2.d.i	PATIENT ENGAGEMENT	12,714,561.00	0.56	9.49%	1,145,229.35
3.a.i	BEHAVIORAL HEALTH/PRIMARY CARE INTEGRATION	12,536,889.00	0.39	9.36%	1,129,226.03
3.a.ii	BEHAVIORAL HEALTH CRISIS STABILIZATION	11,910,305.00	0.37	8.89%	1,072,788.19
3.b.i	CVD	9,750,341.00	0.3	7.28%	878,235.33
3.d.iii	ASTHMA	10,090,343.00	0.31	7.53%	908,860.08
4.b.i	TOBACCO	7,606,276.00	0.23	5.68%	685,114.53
4.b.ii	CANCER	5,953,930.00	0.17	4.44%	536,283.98
		<b>133,974,887.00</b>			<b>12,067,422.00</b>
<b>CONTRACT REVENUE FOR DY2</b>		<b>12,067,422.00</b>			

# Eligible Allocations Process

# Maximum Partner Eligible Allocation – Base Formula

Equitable approach that takes partners' attributed lives into consideration



\* A floor allocation may be developed in an effort to ensure partners with fewer attributed lives receive an equitable allocation

# Partner Eligible Allocation Process – Base Allocation

- **Weighted Score** = Partner attribution/Total PPS attribution
- **Project Score** = Sum of index scores for projects partner participating in
- **Raw Score** = (Weighted Score) x (Project Score)
- **% Total Dollar** = Raw Score/Total PPS Raw Score
- **Partner Base Allocation** = (% Total Dollar) x (\$9,707,256)

# Base Allocation – Example for Illustration Purposes

Contracting Entity	Attribution Value	Weighted Score	2ai	2aiii	2av	2biii	2di	3ai	3aii	3bi	3diii	4bi	4bii	Project Score Total	Raw Score	% Total dollar	Base Dollar Allocation
			56	46	42	43	56	39	37	30	31	23	17				
<b>PPS TOTALS</b>	<b>66,595</b>	<b>1.0000</b>													<b>320.7625</b>	<b>1.0000</b>	<b>\$ 9,707,256</b>
820 River Street, Inc.	15	0.0002	YES	NO	NO	NO	NO	YES	YES	NO	NO	YES	YES	172	0.0387	0.01%	<b>\$ 1,172</b>
Albany County Community Services Board / Mental Health	314	0.0047	YES	NO	NO	NO	YES	YES	YES	NO	NO	YES	NO	211	0.9949	0.31%	<b>\$ 30,108</b>
Albany County Department for Children Youth and Families	103	0.0015	YES	NO	NO	NO	NO	YES	YES	NO	NO	NO	NO	132	0.2042	0.06%	<b>\$ 6,178</b>
Albany County Department of Health	103	0.0015	YES	NO	NO	NO	YES	NO	NO	YES	YES	NO	NO	173	0.2676	0.08%	<b>\$ 8,098</b>
Albany County Nursing Home	103	0.0015	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	56	0.0866	0.03%	<b>\$ 2,621</b>
Albany Medical Center Hospital	9088	0.1365	YES	YES	NO	YES	YES	YES	YES	YES	YES	YES	YES	378	51.5844	16.08%	<b>\$ 1,561,102</b>
Albany Medical Center Practice	0	0.0000	YES	YES	NO	YES	YES	YES	YES	YES	YES	YES	YES	378	-	0.00%	<b>\$ -</b>

# Partner Allocation Process – Adjusted Partner Eligible Allocations

- Create a floor allocation using dollars available for partner share of funds
  - Based on median from base allocation dollars = \$7,846
- Total floor dollars distributed @ \$7,846 per partner = \$619,843
- Allocate remaining dollars using Base Allocation Methodology
  - Remaining dollars to allocate = \$9,087,413
- Sum base allocation and floor allocation to determine Final Adjusted Allocation per partner

# Adjusted Partner Eligible Allocations – Example for Illustration Purposes

Contracting Entity	Attribution Value	Floor Adjustment	Base Dollar Allocation after Floor Adjustment	Adjusted Final Partner Allocation
<b>PPS TOTALS</b>	<b>66,595</b>	<b>\$ 619,843</b>	<b>\$ 9,087,413</b>	<b>\$ 9,707,256</b>
820 River Street, Inc.	15	\$ 7,846	\$ 1,098	\$ 8,944
Albany County Community Services Board / Mental Health	314	\$ 7,846	\$ 28,186	\$ 36,032
Albany County Department for Children Youth and Families	103	\$ 7,846	\$ 5,784	\$ 13,630
Albany County Department of Health	103	\$ 7,846	\$ 7,581	\$ 15,427
Albany County Nursing Home	103	\$ 7,846	\$ 2,454	\$ 10,300
Albany Medical Center Hospital	9088	\$ 7,846	\$ 1,461,420	\$ 1,469,266
Albany Medical Center Practice	0	\$ 7,846	\$ -	\$ 7,846



# Final Phase I Partner Eligible Allocations

- See Partner Allocations Summary Handout

**AMCH PPS Phase I Partner Eligible Allocations**

as of 6/23/2016

Partner	Attribution Value	Eligible Allocation
<b>TOTALS</b>	<b>66595</b>	<b>\$ 9,707,256</b>
820 River Street, Inc.	15	\$ 8,170
Albany County Community Services Board / Mental Health	314	\$ 35,421
Albany County Department for Children Youth and Families	103	\$ 12,885
Albany County Department of Health	103	\$ 14,692
Albany County Nursing Home	103	\$ 9,535
Albany Medical Center Hospital	9088	\$ 1,477,258
Albany Medical Center Practice	0	\$ 7,066
All Metro Home Care Services of New York, Inc. / DBA All Metro Health Care	0	\$ 7,066
Alliance for Positive Health (AIDS Council of NENY, Inc.)	1554	\$ 211,907
Any Time Home Care, Inc.	12	\$ 8,016
Barnwell Nursing and Rehabilitation	251	\$ 17,593
Belvedere Health Services, LLC	103	\$ 13,282
Capital Cardiology Associates, P.C.	351	\$ 25,994
Capital District Psychiatric Center	225	\$ 23,629
Capital Region Orthopaedic Associates, PC	724	\$ 24,418
CapitalCare Medical Group, LLC	2849	\$ 314,327
Cassena Care	296	\$ 14,160
Catholic Charities of the Diocese of Albany	2015	\$ 316,654
Center for Disability Services	1401	\$ 215,123
Columbia County Community Health Consortium, Inc.	0	\$ 7,066
Columbia County Department of Health	4	\$ 7,258
Columbia County Department of Human Services	845	\$ 106,154
Columbia Memorial Hospital	9602	\$ 1,560,409
Community Care Physicians, PC	10221	\$ 1,682,418
Community Caregivers	0	\$ 7,066
Community Health Center of St. Mary's Healthcare and Nathan Littauer Hospital	1	\$ 7,183
Conifer Park, Inc.	362	\$ 21,784
Daughters of Sarah Nursing and Rehabilitation Center	91	\$ 10,883
De Paul Housing Management	0	\$ 7,066
Eddy Community Services Division/St. Peter's Health Partners	0	\$ 7,066
ENS Health Care Management, LLC DBA Interim HealthCare of the Capital Region	0	\$ 7,066
Equinox, Inc.	458	\$ 42,544
Four Winds	3154	\$ 239,235
Fulton Operations Associates, LLC d.b.a Fulton Center for Rehabilitation and Health Care	0	\$ 7,066
Glens Falls Crossings, LLC DBA The Pines at Glens Falls Center for Nursing and Rehabilitation	3	\$ 7,192
Greene County Community Services Board/Greene County Mental Health	414	\$ 55,614
Greene County Public Health Department / Family Planning	217	\$ 21,182
Harmony Mills Pediatrics	1456	\$ 137,299
Healthy Capital District Initiative (HCDI)	0	\$ 7,066
Hospitality House, Inc.	0	\$ 7,066
Hudson Mohawk Area Health Education Center	0	\$ 7,066
Hudson River Healthcare (Hudson Site)	350	\$ 43,166
In Our Own Voices, Inc.	0	\$ 7,066
Independent Living Center of the Hudson Valley, Inc.	0	\$ 7,066
JBRNC, LLC DBA Hudson Park Rehabilitation and Nursing Center	218	\$ 16,209
Jewish Family Services of NENY	417	\$ 17,060
JGB Health Facilities Corporation d.b.a GuildCare-Albany	1	\$ 7,090
Kee To Independent Growth, Inc.	0	\$ 7,066
Koinonia Primary Care, Inc.	942	\$ 144,540
Living Resources Corporation	369	\$ 38,650
Mental Health Association of Columbia-Greene Counties	643	\$ 68,157
Mental Health Empowerment Project, Inc.	0	\$ 7,066

**AMCH PPS Phase I Partner Eligible Allocations**

as of 6/23/2016

Partner	Attribution Value	Eligible Allocation
New York Oncology Hematology, Inc.	296	\$ 16,314
Northern Rivers Corporation	563	\$ 83,447
NY Senior Statewide Senior Action Council, Inc.	0	\$ 7,066
Nysarc, Columbia County Chapter, Inc. (Coarc)	258	\$ 32,572
Planned Parenthood Mohawk Hudson, Inc.	25	\$ 10,223
PROMESA (ACACIA Network)	0	\$ 7,066
Rehabilitation Support Services, Inc. / Multi County CDC	850	\$ 98,738
Riverview Pediatrics	2129	\$ 266,744
RSRNC, LLC DBA Riverside Center for Rehabilitation and Nursing	0	\$ 7,066
Saratoga County Community Services Board/Saratoga County Mental Health	659	\$ 60,370
Saratoga County Public Health Nursing Services	0	\$ 7,066
Saratoga Hospital	8922	\$ 1,610,775
Senior Hope Counseling, Inc.	13	\$ 7,828
Senior Services of Albany, Inc.	1	\$ 7,090
Shaker Pediatrics, PC	227	\$ 23,484
Shelter's of Saratoga	0	\$ 7,066
St. Catherine's	0	\$ 7,066
The Addictions Care Center of Albany, Inc.	38	\$ 9,863
The Altamont Program, Inc.	0	\$ 7,066
The Philmont Hearth, Inc.	9	\$ 7,282
Transitional Services Association, Inc.	520	\$ 47,569
Trinity Alliance of the Capital Region (Arbor Hill Community Center)	0	\$ 7,066
Twin County Recovery Services, Inc.	264	\$ 22,093
Ulster-Greene ARC	0	\$ 7,066
Upper Hudson Planned Parenthood, Inc.	431	\$ 47,831
VNA Home Health	185	\$ 26,543
Whitney M. Young Jr., Health Center	1930	\$ 174,741
Wildwood Programs, Inc.	0	\$ 7,066

# Phase I Funds Flow

# Phase I Performance Period

- One Performance Period (PP) will cover retroactive, current, and future work by Partners
- April 1, 2015 – December 31, 2016
  - Includes DY1 and first 3 quarters of DY2
  - Includes completion, reporting, and payment stages

# Incentive Payment Components Defined

## Phase I Contracting Components

### Provider Engagement

Providers will receive payments for participation in activities related, but not limited to: PPS wide webinars, meetings, summits, surveys and other opportunities as defined by AMCH PPS. Metrics are applicable to all providers regardless of type or project selections.

### Provider Reporting

Providers will receive payments for reporting on key deliverables and progress towards meeting key milestones on time per protocol in terms of required content and use of a template. Metrics are applicable to all providers regardless of type or project selections.

### Provider Performance

Providers will receive payment based on process or outcome goals and level of achievement against a set goal or benchmark (from the group or other benchmark). Metrics are assigned based on provider types and project selections.



# Exhibit A - EXAMPLE

**Performance, Engagement, and Reporting Partner Metrics:**

Exhibit A of your organization's final contract will be populated with your project specific metrics and the associated Eligible Allocation.

**Section 1.01 Eligible Allocation Methodology:**

Sum of Project Selection Index Scores (Multiplied by) Allocation Variable (Multiplied by) Total Partner Share \$ Eligible Allocation

**Section 1.02 Eligible Allocation: \$\$\$\$**

**Section 1.03**

The Eligible Allocation shown in this Exhibit A is based on the Eligible Allocation Methodology for the Performance Period for the date range shown above. This award is the final Partner Eligible Allocation for the Performance Period outlined above. Under no circumstances will a Partner receive an additional allocation for this Performance Period for any updates to Eligible Allocation Methodology that are made in future Performance Periods.

Category	Performance	Engagement	Reporting	Total
% Allocation	Y%	X%	Z%	100 %
Eligible Allocation	\$\$\$	\$\$\$	\$\$\$	Maximum Award

**Section 1.04 Participating Projects**

PPS will make the partner eligible for the entire value assigned to it. The total award will be determined by adding values of each successfully completed report listed below:

Project ID	
-	-
-	-
-	-
-	-

Metric ID	Reporting Metric	Partner Role	AMCH PPS Role	Eligible Allocation
Report/Assessment	Report/Assessment	Provider Role	PPS Role	\$\$\$
Report/Assessment	Report/Assessment	Provider Role	PPS Role	\$\$\$
Report/Assessment	Report/Assessment	Provider Role	PPS Role	\$\$\$
Report/Assessment	Report/Assessment	Provider Role	PPS Role	\$\$\$
Report/Assessment	Report/Assessment	Provider Role	PPS Role	\$\$\$

# Next Steps

- Approval of partner eligible allocations
- COPE develop partner specific Exhibits





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