

Who knew that after our January 2020 membership meeting COVID-19 would disrupt our everyday lives? Despite the COVID challenges, Concert has continued to evolve and thrive. The Concert team is in this for the long haul and our goal is to help make caring for your patients and understanding your population less burdensome.

CONCERT HEADLINES

- **Secured contracts with Aetna, Capital Blue Cross, and UPMC Health Plan totaling over 70,000 lives**
- Working with Capital Blue Cross and UPMC Health Plan on launching narrow/tiered network products that will focus care with Concert physicians
- Added three new physician practices in 2020 (see included participant list)
- Hired Molly Dell as a full time Director of Concert Health. She comes with over 20 years of health care and payor experience.
- Hired Debra Burger, BSN, RN – a dedicated care coordinator for the independent physician patient populations
- Launched Healthy Planet – population health care management module

GOALS FOR THE NEXT THREE TO SIX MONTHS

- Launch and educate practices on the new payor contracts via webinars and in-person meetings
- Launch narrow network products with payors
- Develop a Quality committee
- Expand data and reporting capabilities
- Expand care coordination
- Expand Healthy Planet capabilities and data integration

PAYOR UPDATE

Pay-for-value contracts signed with the following payors:

	Patients
● Aetna Medicare Advantage	14,000
● Aetna Commercial (starts 1/1/2021)	14,000
● Capital Blue Cross Commercial and Medicare	30,000
● UPMC Health Plan Commercial, Medicare, and Medicaid	14,000
	72,000

TOTAL PAY-FOR-VALUE REVENUE OPPORTUNITY IS \$5 TO \$10 MILLION

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|----------------------|-----------------|---------------------|
| ● Care coordination: | \$2 to \$4 PMPM | Total \$1.5 to \$3M |
| ● Quality bonus: | \$2 to \$4 PMPM | Total \$1.5 to \$3M |
| ● Shared savings: | \$3 to \$6 PMPM | Total \$2.5 to \$5M |
- Quality measures — see attached grid for measures included in programs.
 - Quality and cost data are being sent to Concert from payors. This data includes quality measures (this is currently based upon primary care attribution).
 - We are working with practices to get access to the payor's tools and data.

DEVELOPMENT OF NARROWED NETWORK PLAN AND TIERED NETWORKS UNDERWAY WITH:

- UPMC Health Plan
- Capital Blue Cross — 1/1/2021
- State employees (PEBTF) opportunity 2022

CARE MANAGEMENT

- Care Management module was launched in August. Care Managers have access to reporting and clinical documentation tools to perform their population health workflows.
- Contact information for assistance with UPMC HP, Aetna, and Capital high risk patients
 - Debra Burger, BSN, RN, Professional Care Manager
 - Phone: 717-221-6221
 - Email: burgerda@upmc.edu
 - Hours: Monday to Friday, 7:30 a.m. to 6 p.m.

HEALTHY PLANET

- The IT team completed analytic building and testing of several quality measures and is beginning to develop processes to aggregate Concert providers' data
- IT is finalizing and testing the payor claims data feeds into Healthy Planet
- Discussions have begun with independent PCP's to integrate data into healthy planet from disparate EMR's

CURRENT PROVIDER LIST (AS OF 11/1/2020)

- Associated Otolaryngologists of Pennsylvania
- Carlisle Neuro Care — **New 2020**
- Central Pennsylvania Surgical Associates (CPSA) — **New 2020**
- Foot and Ankle Specialists of Central PA
- Graham Medical
- Harrisburg Eye Associates — **New 2020**
- Harrisburg Gastroenterology
- Jackson Siegelbaum Gastroenterology
- Masland Associates
- Medical Arts Allergy
- Orthopedic Institute of Pennsylvania
- Pinker and Associates, Podiatry
- Quantum Imaging
- Riverside Anesthesia
- Urology of Central Pennsylvania
- UPMC Pinnacle Employed Physicians

I would like to express my appreciation to the leadership and board of directors of Concert for the opportunity to serve as Director. I am eager to make a positive contribution and look forward to working with each of you. I know that together we can improve the quality of care across the region. Please let me know if there is anything you need from me.

Molly Dell, RN, BSN, MBA

Director of Concert Health Alliance, Clinically Integrated Network

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