



December 19, 2022

PBGH RFI Group Information Session



Purchaser Business
Group on Health

Agenda

12:30-12:35 PT	Elizabeth Mitchell PBGH	Introduction
12:35 – 12:50 PT	Linda Brady, The Boeing Company	What Employers Want to Know
12:50 – 1:20 PT	Chris Gormley SubPop Health	Completing the RFI
1:20 -1:30 PT	Elizabeth Mitchell PBGH	Q & A (Chat in your questions at any time.)



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Welcome



Purchaser Business Group on Health

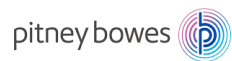
- 40 members
- Private employers and public agencies
- \$350B spend
- **21 Million** Americans

Advancing Quality

Driving Affordability

Fostering Health Equity

Caltech



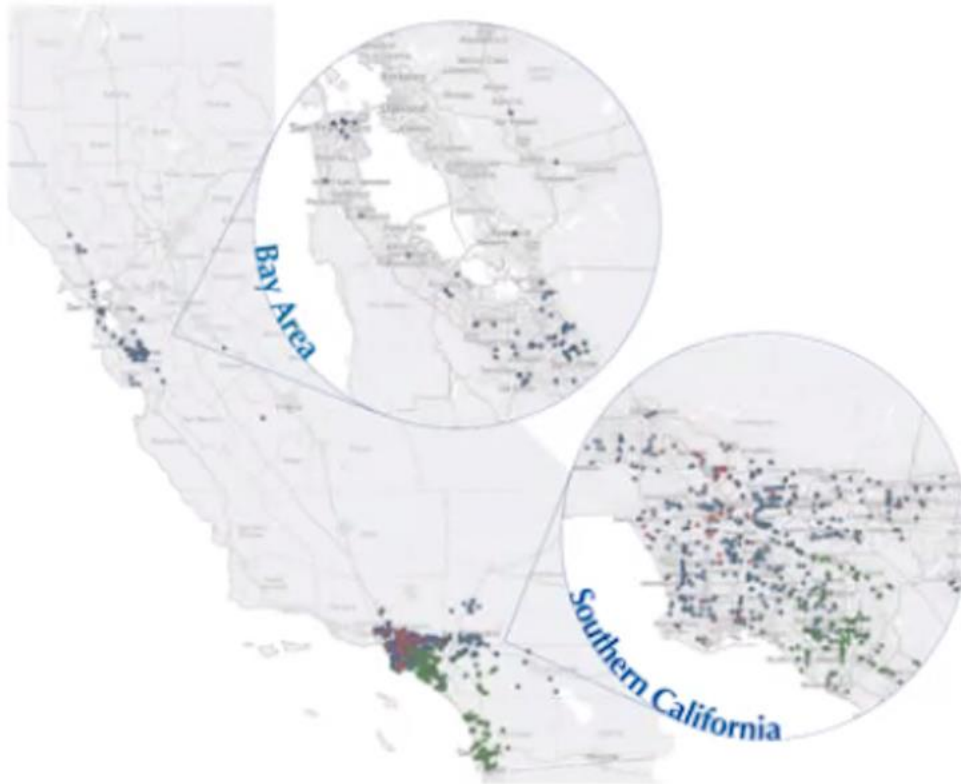
PBGH and SubPop Health Partnership



PBGH has retained SubPop Health Inc. to administer the APC RFI and provide the technology platform.

PBGH Knows How To Do It. We've Done It.

The Network



The Impact



Regional Foundation for a National Network

- Boeing
- eBay
- Qualcomm
- San Francisco Health Service System
- Stanford University

The employers listed above have publicly committed to use this information to find provider partners.

Some will use the information provided and work with their health plans to design their networks, others will direct contract.

A number of other employers are also planning to use these results.

2023 Regional Foundation for a National Network

- Arlington/DC-metro
- Dallas
- Denver
- Oklahoma City
- Puget Sound
- St. Louis
- San Antonio
- San Diego
- San Francisco Bay Area

We want to understand the full breadth of your footprint so do not limit your responses to these markets.

Thank you for participating

This is the foundation for a national APC network.

The data we are collecting is creating a living document.

Current users will consider updated information going forward.

Additional members will use this information in future rounds.

We understand this is a big ask and we thank you all for participating.



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What Employers Want to Know

Purchasing is Half of the Solution

Our members have spent two years developing and committing to APC.

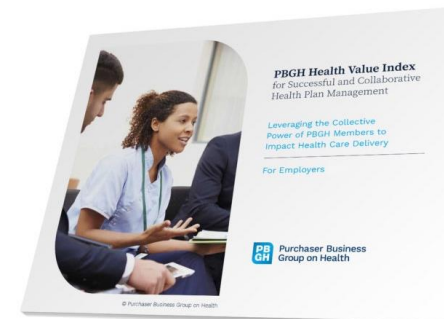
Common Measure Sets

Quality Domain	Measure	NQF ID	Attributes of Advanced Primary Care			
			Person & Family Centered	High Value	Team Based & Collaborative	Accessible, Coordinated & Integrated
Health Outcomes & Prevention	Asthma Medication Ratio	1800			•	•
	Childhood Immunization Status (Combo 10)	0038	•		•	•
	Colorectal Cancer Screening	0034	•		•	•
	Controlling High Blood Pressure	0018			•	•
	Diabetes HbA1c Poor Control (>9%)	0059			•	•
	Immunizations for Adolescents	1407	•		•	•
Patient Reported Outcomes	Depression Remission at 6 months	0711	•	•	•	•
Patient Safety	Concurrent Use of Opioids and Benzodiazepines	3389			•	•
Patient Experience	Patient Experience (CG-CAHPS)	0005	•		•	•
High Value Care	Emergency Department Visits	-		•		
	Inpatient/Acute Hospital Utilization	-			•	•
	Total Cost of Care	1604		•		

Common Purchasing Agreements & RFIs



Health Value Index



Advanced Primary Care Network



PBGH Common Purchaser Agreement Principles

- Near-term **transition to flexible and prospective, population-based payment** to enable practices to transition to advanced primary care
- **Removing payment barriers to the integration of mental health care** for mild-to-moderate conditions (to be determined)
- Resources to **acquire data and information** to manage patients care
- Payment that supports resources needed to **avoid unnecessary and low-value care**
- Payment to collect and **transparently share patient-reported outcome and experience measures** with purchasers and patients
- Payment models that **promote and enable equitable access and outcomes**
- Primary care should be equipped to leverage community and employer resources to **address social determinants of health (SDOH)**

RFI Approach

- Focus on provider-level **outcomes**
- Metrics requested will help us assess the quality-of-care practices are delivering to patients
- High-performing practices achieving 90th percentile NCQA PPO performance on common measures complete mandatory sections only
- We expect performance to improve over time and acknowledge not everyone can meet standards today
- Activities must be in place by the date of submission or clearly noted that it is a future activity that will be implemented on specific date noted in your response
- Intentionally flexible to respect regional and other differences in care delivery

We want to understand the full breadth of your footprint so do not limit your responses to markets listed in workbooks.

RFI Structure

Organizational Overview

- Attestation & Commitment signature
 - Participation Agreement signature
 - Leadership
 - Geographic footprint
 - Primary Care practice/provider details
 - Accreditations
 - Organizational composition, demographics and network
 - Services and capabilities
- No disqualification or feedback following the submission of the Organizational Overview and all respondents should complete the full RFI.

Deadline: Wednesday, January 18 , 2023
2PM PT

Full RFI

- 8 Mandatory Topics
- 2 Additional for practices scoring below 90th percentile of APC clinical quality measures

Response types include:

- Narrative with limited word count
- Data tables
- Lists
- Specific answer selection (e.g. frequency, method of delivery etc.)
- Uploaded attachments

Deadline: Tuesday, January 31 , 2023
2PM PT

Mandatory Topics

Section:

1. Whole-Person Health and Well-Being
2. Health Outcomes
3. Behavioral Health Integration
4. Health Equity
5. Payment Structure and Performance-based Payment
6. Access – After Hours, Weekends and Virtual Care Options
7. Informed Referrals (Specialty Network, Hospital Services and Prescription Drug Management)
8. Health Information Technology and Data Sharing

Sections for organizations scoring below 90th percentile of APC clinical quality measures

9. Employee/Patient Engagement and Activation
10. Coordinated Care, Risk Stratification and Care Management

Special Attention

Section 2: Health Outcomes

- PBGH Common Measure Set Outcomes (2.2.2)
 - Washington State respondents may use Washington Health Care Authority Common Measure Set as a substitute, plus Utilization measures in 2.2.3
 - St. Louis market respondents may use Midwest Health Initiative's REACH Total Cost of Care Measure

Section 3: Behavioral Health Integration

- Provide claims volume for specific codes if you do not bill, provide # of patients receiving and # of providers delivering these services (3.4 & 3.5)

Section 5: Payment Structure and Performance-based Payment

- Describe current payment and risk methodologies
- Total Cost of Care for combined commercial patients; options available if combined total not available
- Business Cases to illustrate impact on cost, quality and outcomes

Section 7: Informed Referrals

(Specialty Network, Hospital Services and Prescription Drug Management)

- Criteria used for selection of specialist and hospital services and % use of preferred providers
- Rx management approaches and outcomes



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Completing the RFI

Get us the right Primary Contact so we can send invite...



Send Primary Contact Email To:

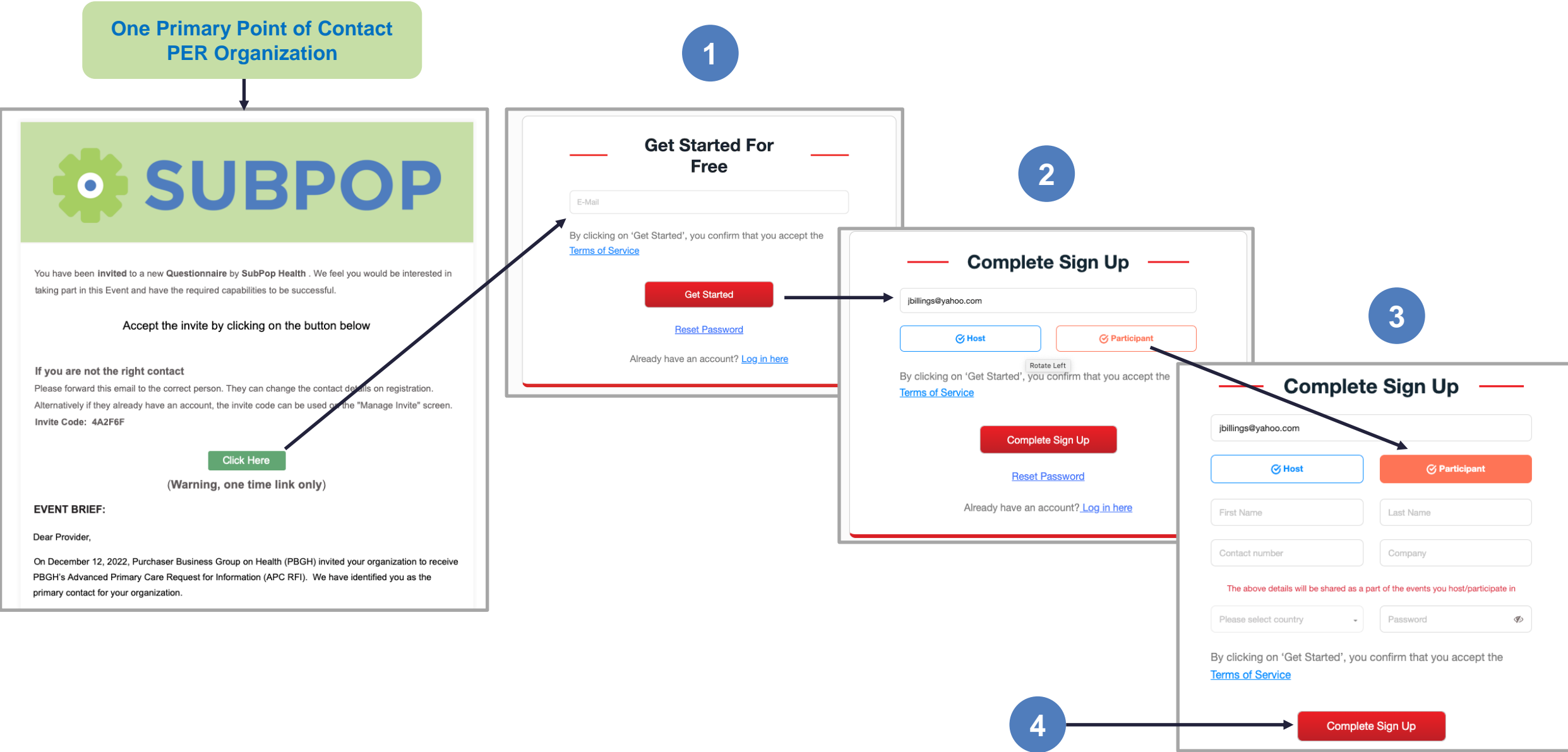
Lucy McDermott at PBGH

lmcdermott@pbgh.org




SubPop Health will then Send Invitation

Signing Up as Primary Point of Contact



Once you are in the RFI Platform...



Dashboard Events Onboarding Innovation Help Josh Billings

DashboardCalendarDashboard Settings

Event invitations

Show all or enter invite code

PBGH - Advanced Primary Care RF...
ID: 102143

Questionnaire

RFI Response Instructions Deadline:
January 31, 2023 14:00 PST

Current events

Show all

PBGH - Advanced Primary Care RF...
ID: 102142

Questionnaire

RFI Response Instructions Deadline:
January 18, 2023 14:00 PST

Closed events

Show all

PBGH - Advanced Primary Care RF...
ID: 102128

Questionnaire

Test RFI - Preliminary Phase Finished:
December 13, 2022 12:00 PST

Messages

PBGH - Advanced Primary Care RF...
Inbox From: Adam Ellsworth
December 13, 2022 11:51

Test message to multiple (do you see everyone's email
... [More](#))

Reply

PBGH - Advanced Primary Care RF...
December 13, 2022 11:50

Help Dojo

Once you are in the RFI Platform...

Event Invitations

	EVENT NAME ⓘ	EVENT OWNER ⓘ	EVENT TYPE ⓘ	NEXT KEY DEADLINE ⓘ	
Accept / Decline ▾	PBGH - Advanced Primary Care RF... ID: 102143	Host: Adam Ellsworth Company: SubPop Health	Questionnaire	RFI Response Instructions Deadline: January 31, 2023 14:00 PST	Further Actions ▾
Accept / Decline ▾	PBGH - Advanced Primary Care RF... ID: 102142	Host: Adam Ellsworth Company: SubPop Health	Questionnaire	RFI Response Instructions Deadline: January 18, 2023 14:00 PST	Further Actions ▾

Once accepted, you will need to visit your Current Events for more details. If declined, you will be requested for feedback to be sent to the Host and this Event will be removed from your invitations and placed in Event History.

If you been given an Invite Code and do not see the Event above, please enter your Invite Code below

Submit invite code

Click Accept to see full RFI...

Filling out workbooks...

Live Walk-through

Organizational Information	Arlington/DC-Metro	Dallas	Denver	Oklahoma City	Puget Sound
Provider Name	Provider Name				
Primary Contact Name					
Primary Contact Title					
Primary Contact Phone					
Primary Contact Email					
Organizational Composition, Demographics and Network					
Please complete the table below with the requested information, including an overview (500 words or less) of the organization responding to this assessment — e.g., # of primary care practices within organization, other groups, hospitals, geography, if organization is a direct primary care entity, etc.	Arlington/DC-Metro	Dallas	Denver	Oklahoma City	Puget Sound
# Primary care practices in organization					
Average size of primary care practice (MDs), including Nurse Practitioner and Physician Assistant staffing					
# Primary care physicians in organization					
# Primary care ancillary staff or extenders (Nurse Practitioners, Physician Assistants)					
Overview of your organization (500 words or less)					
Ownership of organization, including investor relationships					
Percentage of primary care physicians employed					
Percentage of primary care physicians contracted					
Number of specialist providers in referral network					
List primary supplier(s) for laboratory services					
List primary supplier(s) for routine radiology and advanced imaging					
List primary hospitals with which the organization is affiliated (specify market for each affiliation)					
List commercial health plans with which the organization is contracted					
List health plans or payers with which the organization has shared risk arrangements (upside or downside)					
List health plans or payers with which the organization has risk arrangements for total cost of care (inc. pharmacy?)					
Describe your payer mix (Commercial, Medicare FFS, Medicare Advantage, Medicaid FFS, Medicaid Managed Care)					

Submission Requirements

Current ▾ PBGH - Advanced Primary Care

RFI - ORGANIZATIONAL OVERVIEW 🔒

ID
102142

Event type
Questionnaire

RFI Response Instructions
Deadline: January 18, 2023 14:00
PST

Host : Adam Ellsworth
Company : SubPop Health

Overview

✖ RFI Response Instructions

Documents

Messages

🕒 RFI Response Instructions Deadline: about 1 month

1

1. Read questions.
2. **Answer** affirmatively. (red ✖ goes away)

2

1. Package up responses in a directory and Zip the directory (e.g. signed documents, workbooks, attachments)
2. **Upload** Zip file to RFI Platform.

3

January 18

January 31

Content by APC RFI

ID: 102142

PBGH - Advanced Primary Care RFI - ORGANIZATIONAL OVERVIEW

APC_RFI_Organizational_Overview.zip



APC RFI - FINAL.pdf



APC RFI - Organizational Overview Response.xlsx



APC RFI Participant Agreement.docx



Statement of Attestation and Commitment.docx

January 18, 2023, by 2:00pm Pacific Time

ID: 102143

PBGH - Advanced Primary Care RFI - FULL RFI



APC_RFI_-_Full_Response

January 31, 2023, by 2:00pm Pacific Time

Asking Questions and Getting Help...

Questions / Help on RFI

1. Use the in-platform MESSAGE BOARD.

SUBPOP Dashboard Events Onboarding Innovation Help Josh Billings

Current PBGH - Advanced Primary Care RFI - ORGANIZATIONAL RFI Response Instructions Deadline: about 1 month

OVERVIEW

ID 102142 Event type Questionnaire RFI Response Instructions Deadline: January 18, 2023 14:00 PST Host : Adam Ellsworth Company : SubPop Health

Overview RFI Response Instructions Documents Messages

Send New Message

No Messages

Event: PBGH - Advanced Primary Care RFI - ORGANIZATIONAL OVERVIEW

Message

B I S U **Format**

Cancel Send Message

2. We will (a) collect questions (b) formulate answers (c) respond via the in-platform MESSAGE BOARD.

Technical / Platform Use Help

1. Select “Help” at top Bar and Select “Participant”

Options – Live Chat, Email, Phone, Knowledge Bases

 Live Chat Our Live Chat is typically available during UK business hours of 08:45-17:00 Monday-Friday. Real people (not robots) manage our Live Chat so feel free to ask us how we are!	 Help Dojo Click the 'Help Dojo' button to access interactive walkthroughs and guides to help you get the most of our software solutions.	 Knowledge Base Our knowledge base is filled with answers to common questions. You will need a free Market Dojo account to get started, which you can sign up to for free.	 Community Whether you wish to share best practice, ask other users for hints and tips or request advice on which categories work best at auction, our community page is here for you to get the most out of our tools.
 Resources Discover a wide range of guides, resources and expert blogs in our resources hub.	 Email Contact us at support@marketdojo.com We aim to first reply to emails within 3 hours and resolve the query within 8 hours.	 Telephone If you prefer to give us a call on +44 1174 566 817 for support. This is managed between 08:45 - 17:00 Monday – Friday, please be ready to let us know the email address for your account.	 Managed Service Allow our team to invite and expedite suppliers, review submissions for accuracy, conduct credit checks and pass on to final approvers.

2. OR reach out to SubPop Health at:

Email: info@subpop.health
Call: 1.615.236.6328

Next Steps

A recording will be made available.

We will be issuing and continually updating an FAQ.

Both can be found on the SubPop Health RFI message board.

Your designated Primary Contact will receive an alert whenever there is a new message posted on the RFI platform.

If we have the wrong Primary Contact, or you are unsure who has been designated as your Primary Contact, please reach out to Lucy McDermott at:

lmcdermott@pbgh.org



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Q&A

Chat in your questions.

Thank You