



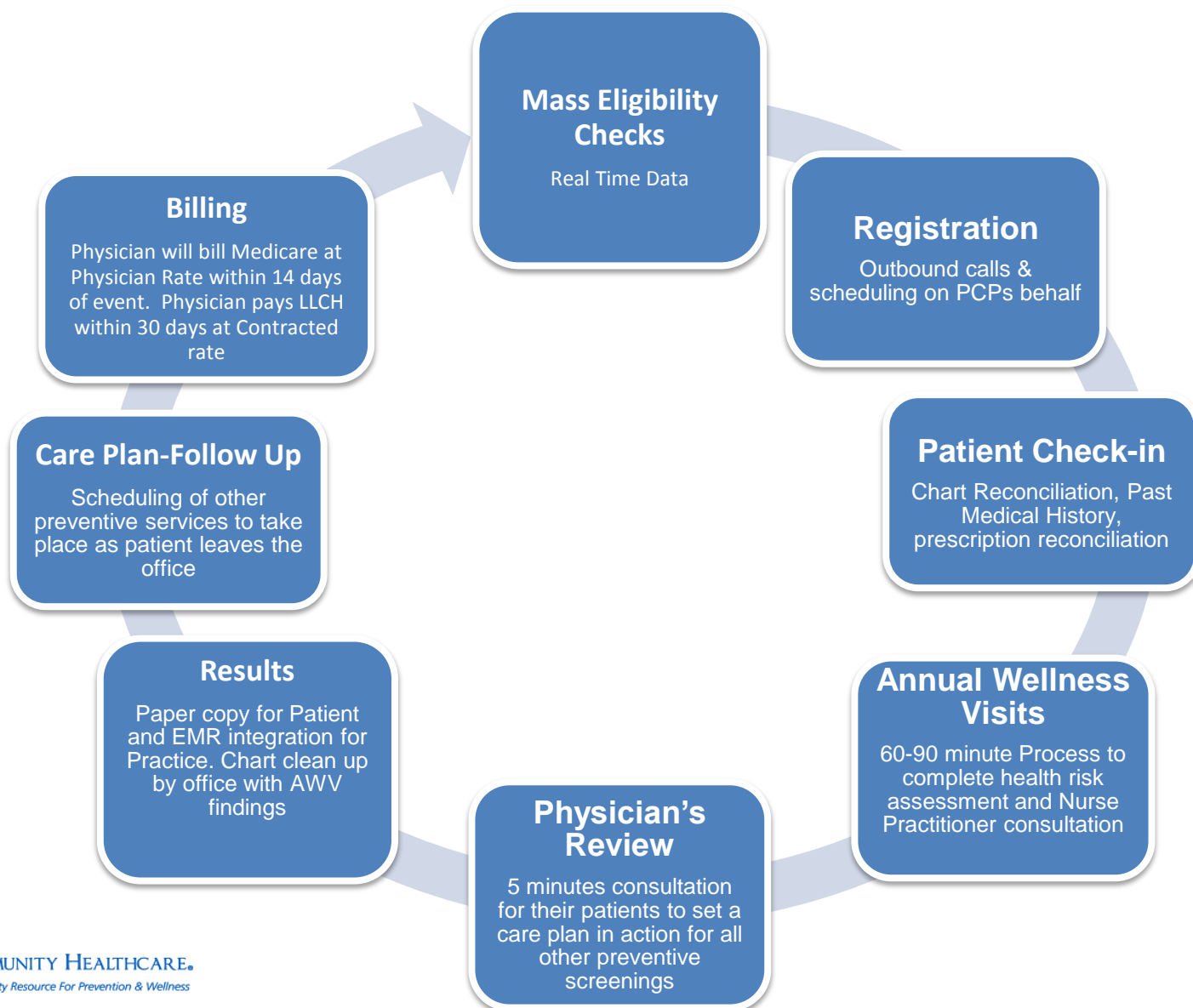
Life Line Community Healthcare

Full Service Medicare Annual Wellness Solution

“Together We Improve the Health of Your Community”

Process Map for Annual Wellness Visit Inclusion

Conducted in Physician Office



Strategic Plan

Current compliance of AWVs performed to date PLUS Additional monthly eligible for 100% compliance by end of 2015

- NDA, BAA and Cooperation Agreement
- Sharefile data upload
- Real time eligibility checks against CMS claims data
- Prioritize Medicare Populations
 - ACO Medicare B Attributed Lives
 - Medicare B Non- Attributed Lives
 - Medicare Advantage
 - High Risk

Practice Physician	Eligible Lives													Grand Total Eligible Lives 2015	Grand Total of Eligible Lives 2015 through March 2016
	Now	5-15	6-15	7-15	8-15	9-15	10-15	11-15	12-15	1-16	2-16	3-16			
Practice 1	690	66	56	39	46	44	50	23	30	58	41	27	1,044	1,170	

Example of Successful Physician's office Event

List

- 242 Patient List Received
- 212 Eligible (88% of patients were eligible)

Call

- 683 Outbound Calls
- 76% Contact Rate
- 110 Patients Scheduled

AWV

- 92 AWV's completed (84% turnout)
- 90 Initial, 2 Subsequent, 0 IPPE

With less than 24 hours of LLCH staff utilization, together we increased the office's AWV utilization rate by **42%**

Value Added Revenue Opportunities For Physician

The below is IN ADDITION to Net Revenue from Annual Wellness Visit

	Full Amount (1 session)	Description	Estimated % of patients eligible	Adjusted for patient population and # of sessions
Services added on same visit as AWV	\$22.53	iFOBT annual colorectal screen (G0328QW)	50%	\$11.27
	\$17.20	Annual Alcohol Screen (G0442)	100%	\$17.20
	\$25.50	Alcohol Counseling (G0443, 1st session if positive screen)	5%	\$1.28
	\$25.50	Annual Depression screening (G0444)	100%	\$25.50
	\$24.00	Annual influenza vaccine admin (G0008)	75%	\$18.00
	\$24.00	Pneumococcal vaccine admin (G0009)	25%	\$6.00
Services billed at separate visit	\$25.50	Annual CVD counseling (G0446)	100%	\$25.50
	\$25.50	Obesity Counseling (G0447, 12x a year)	33%	\$100.98
	\$25.50	Alcohol Counseling (G0443, 3 more sessions)	5%	\$3.83
	\$13.60	Tobacco Cessation counseling (G0436, 8x a year)	5%	\$5.44
	228.83			215.00

CMS Covered Preventive Care Screenings

Example of follow-on procedures/visits for a 60 year old Female IPPE patient with identified risk factors for diabetes and obesity:

Medicare Covered Service	HCCPS Code	National PFFS Rate
E&M visit to review AWW results and develop care plan	99201	\$ 43.35
Electrocardiogram Screening	G0403	\$ 16.84
Bone Density Measurement	77080	\$ 49.44
Colorectal Cancer Screening	G0105	\$ 395.13
Mamography Screening	77057	\$ 82.75
Pelvic Exam	G0101	\$ 37.97
Pap Test Screening	Q0091	\$ 44.78
Cardiovascular Disease & Nutritional Consultation	G0446	\$ 26.15
Obesity Counseling	G0447	\$ 26.15
Diabetes Self Management Training	G0108	\$ 53.38
Total Medicare Services		\$ 775.94

Medical Practice Insider

Potential new revenue

What many physicians fail to realize is that reimbursement for the AWW is just one component of potential downstream revenue for the practice.

Medicare covers, and strongly encourages, approximately 15 other preventive services for seniors that are dramatically under-utilized.

Additional preventive services, screenings, tests or treatments for chronic conditions diagnosed during the AWW represent additional, ongoing revenue for a sophisticated primary care practice or multi-disciplinary practice.

Results from one primary care practice that offers the AWW, for example, show the average reimbursement for all services that arise from the AWW is in excess of \$375.

For More Information Contact:

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