

MedChi Fall House of Delegates CEO Report

GENE M. RANSOM, III, CEO
SEPTEMBER 23, 2017



Spring HOD Follow Up

Resolution	Topic	Action
1-17	House Medical Cannabis Registry at CRISP (ADOPTED)	Letters sent to Del. Pendergrass and Sen. Carter Conway & shared with members
2-17	Amend PDMP law to include dispensing of Medical Cannabis (ADOPTED)	Same as above
3-17	Allow for an installment plan for MedChi dues and processing fees (REFERRED)	Sent to BOT
4-17	Urge AMA to adopt resolution to protect patient privacy by collecting quality measure data in summary format. Communicate with federal policy-makers. (REFERRED)	Referred to Medical Economics Council by the Payor Relations Committee – have had one meeting on the issue and will follow up at next Payor Relations meeting.

Spring HOD Follow Up

Resolution	Topic	Action
5-17	Send resolution to AMA to allow any licensed physician in any state or DC provide uncompensated care without further licensing. (REFERRED)	Sent to BOT – issue sent to Medical Economics council for further work.
6-17	Urge AMA to adopt resolution to provide the free speech protection of the First Amendment to scientific knowledge. (ADOPTED)	Submitted resolution to AMA which was adopted.
7-17	MedChi seek opportunities to fund research and collect data on opioids and promote evidence-based non-opioid treatments when appropriate. (ADOPTED)	MedChi has gotten: Dept. of Health grant via CRISP PDMP Outreach and an SBIRT Grant with CFHM
9-17	Continue to educate physicians in care of dying patients with advanced technology, pain management & palliative and hospice care. (AMENDED & ADOPTED)	We did an entire Maryland Medicine on this issue, and MedChi worked with MPS on another CME

Spring HOD Follow Up

Resolution	Topic	Action
10-17	Thank Governor Hogan and Maryland General Assembly for passing fracking ban. (ADOPTED)	Letters were sent thanking Hogan and MGA.
11-17	Extend the expiration date for the new Membership Models proposed by MCMS. (REFERRED)	BOT did extensive work on this issue and a new resolution is submitted to this House.

Finance and Budget

- Lawrence Almengor or Dr. Shannon Pryor will update us on our finances and the budget.
- Budget reflects a conservative estimate of where we should be, next year as we correct for structural issues and continue to make change.



Agency Launched a New Website

www.medchiagency.com



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Full Service Insurance Solutions

Specializing in insurance solutions for the healthcare profession in Maryland and surrounding areas.

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Membership Counts

Total Members: 7,078
As of September 1, 2017

Membership Type	# of Members
First Year	28
Second Year	25
Full	3,165
Associate	334
Emeritus	1,195
Forty-Year	478
Affiliate	13
Office Manager	189
Residents	920
Students	731

Additional Membership Facts

New Members - Total 2016 - 846

Active - 271

Students - 28

Residents - 660

Office Managers - 23

Reinstated Members - 102

New Members – 9/21/16- 9/08/17

Active -270

Students - 20

Residents - 33

Office Managers – 27

Reinstated Members – 150

Membership Outreach

Other Services Offered by MedChi				
	Members	Non-Members	Not Eligible	Total
MNS*	248	310		558
CRISP*	469	610		1079
Insurance*	426	2,500	1,500	4,426
Total	1,143	3,420	1,500	6,063
Non-Members Using MedChi Services				3,420
MedChi Members				7,078
Total MedChi Reach				10,498

*All data to be updated by 1/1/18, numbers subject to change

Membership Outreach

- Membership is working with CRISP, MedChi Network Services, and the MedChi Insurance Agency to update all service users in MedChi's database.
- **GOAL:** MedChi Services Outreach of 10,000 physicians in 2018
- **GOAL:** Leverage Services with CRISP, MedChi Network Service, and the MedChi Insurance Agency to help increase paying membership numbers in 2018

Medical Cannabis CME A Hot Top!

- On September 9th, MedChi hosted a CME, Medical Cannabis in Maryland: A Comprehensive Look.
- Over 100 physicians were in attendance
- Over 20 physicians signed up for MedChi's Medical Cannabis Taskforce
- 15 physicians joined MedChi
- **MedChi will host further events on this topic given the high level of interest!**



Medical Cannabis

- Task Force to be chaired by Dr. Ward has over 25 physicians signed up. The goal to develop policy and help members who are interested in this area.
- MedChi Web Site will have a list of properly licensed physicians who are recommenders

Summer Social 2017



Thanks for coming out to support MedChi and our Orioles!

Update on CRISP / Outreach

- Exceeded goal to onboard 200 hospital priority practices by 9/30/17.
- Submitted Voice of the Customer proposal.
- Increased collaborative initiatives with West Virginia and DC.
- Testified before HSCRC to support CRISP budget.



CRISP Is Saving Lives With Physician Usage at an all Time High

- Physicians rely on CRISP: They have made more than **51,000 queries** in the Patient Portal and PDMP-Only Portal, looking up critical information for more than 7,000 patients a day.
- Nearly 20,000 of these queries were made in the dedicated PDMP-only portal.
- CRISP is pushing information directly into the EHR, especially at hospitals, such that physicians do not have to query to find information.
- CRISP is focused on improving speed and delivery based on clinician feedback through its Voice of The Customer initiative.

PDMP Outreach

- CRISP contract for PDMP Outreach through June 30, 2017 was extended through September 30, 2017
 - Outreach and assistance to individual, and groups of prescribers (including dentists, oral surgeons, and veterinarians) to meet the mandatory registration date of July 1, 2017
 - Complete the registration process for those who did not meet the deadline
 - Create and present educational programs for best practices in clinical usage and practice workflow
- We anticipate the contract will continue through the June 30, 2018 usage requirement deadline.

MedChi Network Services LLC

MedChi Transformation Services LLC

- **MNS continues to offer the following Practice Management/Practice Transformation Services:**
 - Revenue Cycle Management
 - HIPAA Policy Review
 - Coding and Compliance Support
 - Insurance Credentialing
 - Payer Contracting
 - State Payor Incentive Program Assistance (thru 2018)
 - Medicaid EHR Incentive Assistance (thru 2021)

New Services for 2017

■ The MIPS Navigator™

- The MIPS Navigator™ is an online tool that makes it possible for individual clinicians or practice administrators to quickly and easily sort through the various MIPS alternatives and produce a practice specific “2017 MIPS Itinerary/Plan” for each of the 3 MIPS domains that will maximize their likely MIPS success.

■ 3Won Credentialing and Enrollment

- On average, each physician has privileges at three hospitals and contracts with 18 health plans. Each health plan and hospital requires these practitioners to fill out its own unique form.
- 3Won Credentialing and Enrollment uses a single standardized platform for entering, maintaining, verifying and distributing data that reduces time for physicians and increases the quality and timeliness of data for hospitals and payers.

■ NOW CCM, LLC

- Sophisticated automated platform for managing CCM services
- Platform built using Microsoft technology
- VOIP provider based telephone call system fully integrated with CCM platform with secure cloud based data storage
- Designed from Day 1 to support auditability of services
- All calls (outbound and inbound) are logged with timestamped call records by patient name, patient phone number, date and time
- Fully HIPAA compliant

Education / CME

Ongoing in CME/CPD:

- MedChi is developing additional CME to address the Opioid Crisis, and working with the Board of Physicians, Department of Health and MedChi committees to ensure safe and effective use and treatment of patients.
- Administering 24 Joint Providerships for CME
- Conducting Accreditation Reviews for providers whose terms expire in 2017.
- Reworking our accrediting processes to improve compliance with the ACCME requirements.
- Planning a joint educational conference for our MAP System providers with the Pennsylvania Medical Society in November.

CME Goals for 2018:

- Develop an online platform for CME that will allow us to provide a broad range of educational materials, allow physicians to access education on their time, and to improve performance and patient outcomes.
- Revamp our accreditation application process to streamline our application process and improve data and information collection.
- Improve our marketing of our CME and other educational offerings.
- Develop collaborations with other educational organizations to increase our educational outreach and funding resources.

Communications: Press Releases

- September 7: **New Federal, State Efforts Launched to Help Smokers Quit** - Baltimore Sun, Health Section
- September 7: **Ask the Expert: Prescription Card Available to Those Without Good Coverage** - Baltimore Sun, Health Section
- September 1: **Back-to-School Immunizations Are For Parents Too** - Baltimore Times
- August 24: **MedChi's President Elected President of AAMSE** - Baltimore Sun, People on the Move Section
- August 22: **Immunization Required Before School Starts** - Carroll County Times, Local News Section
- August 22: **Professional Recognition Gene Ransom CEO at MedChi, The Maryland State Medical Society** - The Baltimore Business Journal, People on the Move Section
- August 15: **Gene Ransom Elected 72nd President of AAMSE**
- August 10: **MedChi Urges Marylanders to Have a Conversation with Their Healthcare Provider About the Most Appropriate Vaccine Schedule for the Entire Family** - August is 'National Immunization Awareness Month' and Back-to-School Season for Maryland Students
- August 3: **MedChi Applauds Maryland Department of Health For Increasing Access to Critical Smoking Cessation Resources** - Department Removes Health Insurance 'Step Therapy' Protocol That Was Delaying Access to Treatment for Marylanders Attempting to Quit Smoking

Communications: Rx Card Story

Ask the expert: Prescription card available to those without good coverage



Carmen Konert is the state medical society's (MedChi) program development director at Maryland Rx Card. (HANDOUT/ MedChi)

Even with a large increase in health insurance coverage in the state under the federal **Affordable Care Act** and Medicaid expansion, many people still find paying for prescriptions to be difficult. To keep consumers from having to choose between their needed medications and other necessities, MedChi, the state medical society, partnered with pharmacy benefit managers to negotiate discounts with pharmacies and allow anyone without prescription drug coverage or those who have large out-of-pocket costs to access discounts. All they have to do is go to Med-Chi's website, print out a card and take it to the pharmacy.

Carmen Konert, MedChi's program development director for the Maryland Rx Card, said uninsured and underinsured Marylanders have saved more than \$97 million in drug costs since the program began in 2010. The group now hopes more people who need assistance will tap the resource.

What is the Maryland Rx Card and why was it launched?

The Maryland Rx Card program is provided to Maryland families by United Networks and MedChi, the Maryland State Medical Society. The goal is to help lower prescription drug costs. One can simply create and print a free prescription drug card and receive savings of up to 75 percent. Discounts average roughly 30 percent at more than 56,000 national and regional pharmacies.

Who is eligible and are there limitation for income, age or immigration status?

Membership to the Maryland Rx Card program has no requirements. Unlike insurance programs, there is no income, age, pre-existing condition, deductible or waiting period restrictions. The program is designed to help patients nationwide who do not have prescription drug coverage or who have coverage but are subject to large deductibles, large co-pays, formulary limitations, dosing limitations, gaps and/or any cash out-of-pocket expenses.

What can you use the card for?

Maryland Rx Card is perfect for people without insurance or who are underinsured.

How big are the discounts for consumers?

For the year 2015 the average savings was 32 percent off retail pricing for brand and generic drug prescriptions. Your savings will be clear once the pharmacist enters your filled prescription into the register. Whether the lowest discount price is the Maryland Rx Card's price, your present insurance program's price, or the pharmacies already discounted price, you are guaranteed to receive the lowest price available.

How do you sign up?

There are no enrollment forms, no age or income requirements, no waiting periods, no eligibility required, no exclusions, covers pre-existing conditions, no claim forms to file, no annual or lifetime limits. Just print a card here <http://www.medchi.org/MDRXcard>.

meredith.cohn@baltsun.com

Baltimore Sun
Ask the Expert
9/7/2017

Communications: Public Health



New federal, state efforts launched to help smokers quit

Federal, state officials look for ways to help smokers kick the habit

BALTIMORESUN.COM

Baltimore Sun
Health Section, 9/7/2017

Baltimore Times

HOME NEWS EDUCATION OPINION HEALTH LIFESTYLE ENTERTAINMENT

Back-to-school immunizations are for parents too

Stacy M. Brown | 9/1/2017, 6 a.m.

Also of interest

National Immunization Awareness Month naturally coincides with the back-to-school season for Maryland children and throughout August, health officials are stressing the need for students to have their shots updated.

However, Maryland doctors at MedChi, the state's Medical Society, say vaccines are not just for children, they are a lifelong public safety necessity and are urging all residents to have a conversation with their healthcare provider about the most appropriate vaccine schedule for the entire family.

Public reminded to have their children immunized

They say this will help to protect against a broad range of dangerous and potentially deadly illnesses like the flu, measles, whooping cough, meningitis, and pneumococcal disease.

Baltimore Times
Online Version, 9/1/2017



Immunization required before school starts

Immunization required before school starts

CARROLLCOUNTYTIMES.COM

Carroll County Times
Local News Section, 8/18/2017

Grant Update: Sugar Free Kids

Baltimore County Healthy Vending Contract Status



Working to get Mr. Kamenetz to issue an Executive Order setting new healthy vending standards for county vending machines as part of a larger employee wellness initiative.

Charles County Healthy Vending Status



Michael D. Mallinoff
County Administrator

Mr. Mallinoff assigned the Charles County Wellness Committee with the task of crafting a Healthy Vending Policy. A resolution unanimously passed the Committee on Sept. 12, 2017

National Diabetes Prevention Project (NDPP)

- Contract with the National Association of Chronic Disease Directors to promote the NDPP.
- This program intends to
 - increase awareness about prediabetes,
 - increase coverage for lifestyle change program,
 - increase availability and access to lifestyle change programs within the community,
 - increase screening, testing, and referral of those with and at risk for type 2 diabetes, and
 - increase enrollment in lifestyle change programs.
- MedChi will receive \$15,000 in funding to promote this project.



Association Management

- Deliver high levels of service to six specialty society associations
 - Maryland Society of Plastic Surgeons
 - Maryland Chapter of the American Congress of Obstetrics & Gynecology
 - Maryland Urologic Association
 - Maryland Neurosurgical Society
 - Maryland Society of Eye Physicians & Surgeons
 - Maryland Dermatologic Society
- Seek opportunities to manage new associations
- Market MedChi membership to our managed societies
- **2018 Goal:** Making these endeavors profitable



We Work For Health Meetings on Capitol Hill talking IPAB and Waiver



Six Physicians Running for the General Assembly

Incumbents



Del. Terri Hill,
MD



Del. Jay Jalisi,
MD



Del.
Clarence
Lam, MD(undecided on running)



Del. Dan
Morhaim, MD

New Candidates



Richard Bruno, MD
Leg. Dis. 41



Tim Robinson, MD
Leg. Dis. 42 B

Waiver / Gainsharing Update

- Members of MedChi's Board of Trustees and our Gainsharing Committee are meeting with Health Secretary Schrader on the waiver on September 26.
- We are working with Congressman Harris to improve the term sheet for the new all payer agreement.

Medical Home Update

- Maryland Medical Home project in CMS clearance
- CTO opportunity for MedChi



Six Things You Can Do **TODAY** to Help Yourself and MedChi!

- Have the MedChi Agency do an Insurance Review – no cost, no obligation
- Have MedChi Network Services do a practice assessment – no cost, no obligation
- Help our Membership Committee grow our membership – Is your practice at 100%?
- Take a stack of MD Rx cards if you have uninsured or underinsured patients
- Visit with our sponsor and thank them for supporting MedChi
- Join MMPAC and get involved in our advocacy effort by using our Legislative Action Center
- Do something before you leave today!



Follow us on Facebook or Twitter
(@MedChiupdates or @GeneRansom

Visit www.medchi.org

Thank you for allowing me to represent
the physicians of Maryland!

