

Spring House of Delegates

April 17, 2016

Arundel Mills, MD

MedChi
The Maryland State Medical Society



Gene M. Ransom, III
CEO
MedChi

Operational Situation

“WE ARE STRONG, BUT WE NEED TO
ADDRESS OUR LONGSTANDING
STRUCTURAL DEFICIT.”

Finances

- ▶ Membership and Agency **will not** meet their 2016 projections
- ▶ CRISP deal has been expanded and extended in 2016
- ▶ Unexpected, large unbudgeted items in 2015
 - Baltimore riots
 - Ramp
 - Elevator
 - Dispensing Project
 - Payment of Component Debt



MedChi Network Services (MNS)

- ▶ Practice Management Services
- ▶ ACOs passed audits by CMS and are being closed

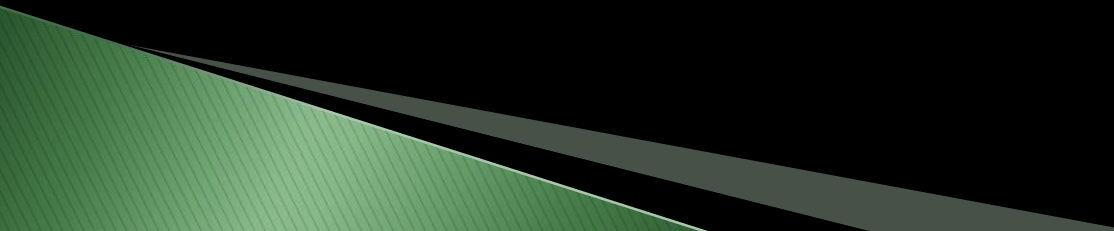


Offerings:

1. **Revenue Cycle Management**
Management of your finances to optimize billing and collections
2. **Integrated Electronic Health Records and Practice Management**
Credible guidance and services for health information technology
3. **Meaningful Use Assistance**
Help qualifying for Federal and State incentive programs
4. **Full Service Contact Center Staffing**
Assistance with appointment confirmations, health maintenance reminders, and other inbound and outbound patient calls
5. **Coding and Compliance Support**
Certified Professional Coder support to perform coding reviews, training, and risk mitigation
6. **Transcription Staffing**
Traditional and structured transcription directly into your electronic health records

Advocacy

“THE NUMBER OF ISSUES IMPACTING PHYSICIANS, PATIENTS AND THE PUBLIC HEALTH ARE GROWING. WE NEED MORE RESOURCES TO KEEP PACE.”



2015 Fall HOD Follow Up

► Resolutions

- 8-15 - Met with DHMH and BOP on combining medical license with CDS registration renewal process
- 17-15 – Sent letter to DHMH on promoting HPV vaccination of children
- 20-15 - Sent letter to MHCC asking for study on the high cost of generic drugs
- 24-15 - Sent letter to MHCC on prior authorization
- 28-15 - Sent letter to MIA and MHCC on compliance with physician rating system



Waiver / Gain Sharing

- ▶ Self-referral legislation; died in Annapolis.
- ▶ Two application filed with CMS to begin clearance process.
- ▶ Designation of ICN amendment, died in Annapolis.

Medicaid Reimbursements

- ▶ Medicaid Goals
 - Restore funding cuts
 - Fix MMIS (computer system)
 - Medicaid ACO – Other opportunities
- ▶ The General Assembly voted to increase Medicaid E&M codes from 92% of Medicare to 96%. The increase will only occur if the Governor agrees to fund the increase.



Hospital Closure Issue

- ▶ The MedChi Board voted to help several of the Eastern Shore counties with problems at Shore Regional Health System.
- ▶ MHA was pushing legislation to enable hospitals to downsize.
- ▶ Legislation was passed and amended to include language for the Eastern Shore counties.



Interview with Center Maryland on the Waiver and Opioid Abuse

vimeo

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GENE RANSOM

Chief Executive Officer of MedChi

Center Maryland Exclusive | Gene Ransom of MedChi

More from Center MD:Inside Out

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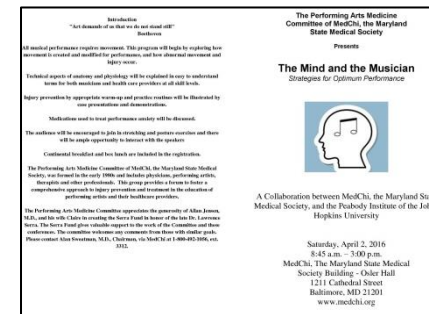
Leveraging Partnerships

Sugar Free Kids




WARNING: DRINKING BEVERAGES WITH ADDED SUGAR(S) CONTRIBUTES TO TOOTH DECAY, OBESITY, AND DIABETES. THIS MESSAGE IS FROM THE BALTIMORE CITY HEALTH DEPARTMENT.

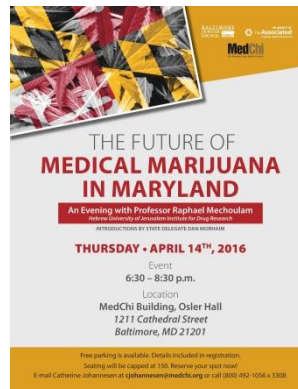
Peabody & PAM Committee



We Work for Health

| Proposed Maryland Legislative Language  | | |
|--|---|---|
| Objective | Rationale | Policy Focus Areas |
| Non-discrimination | Plans may not use formularies to discourage sicker patients from enrolling | <ul style="list-style-type: none"> Ensuring plans do not discriminate against those most in need of care Formulary rules; coverage for new medicines Tools and rules to prevent plan discrimination, including reporting requirements |
| Patient Protections | Plans must employ safeguards to ensure appropriate access to medicine | <ul style="list-style-type: none"> Network adequacy Prevent mid-year formulary changes Meet standards for P&T Committee/formulary review One drug within class at preferred pricing Machine-readable formularies |
| Affordability, Parity and Comparability | Patients should not face high costs simply because their condition is treated with a medicine | <ul style="list-style-type: none"> Parity with other services |

Baltimore Jewish Council



HealthCare Access MD



Your Profession

“WE ARE KEEPING UP WITH CURRENT
EMPLOYMENT TRENDS BY DEVELOPING
RESOURCES UNIQUELY DESIGNED FOR
EMPLOYED PHYSICIANS.”



Employed Physicians Tools

Tools and Resources :

- A Maryland Model Physician Employment contract and a Primer on Self-Referral Laws are available to MedChi members on our web site
- Also available by request are referrals for assistance from attorneys, accountants, practice managers and investment professionals.

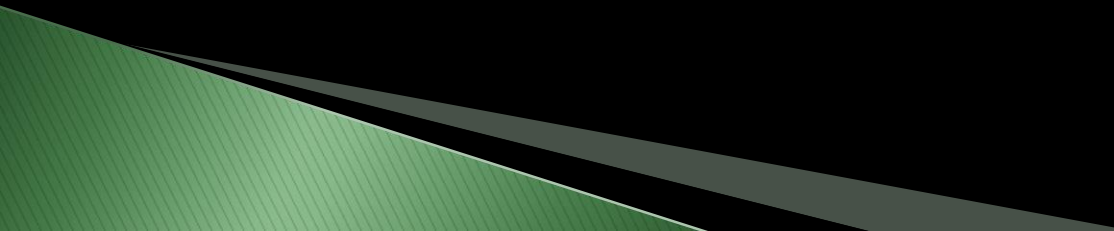


Key Considerations for an Employed Physician:


- ▶ Do I need an attorney?
- ▶ How will compensation be determined?
- ▶ Will I earn more or less in private practice?
- ▶ Who will buy/lease my office space/equipment?
- ▶ Who pays for my insurance?
- ▶ What are my hospital obligations?
- ▶ How will disputes be handled?

Your Resources

“WE KEEP PACE WITH THE CHANGING LANDSCAPE IN THE HOUSE OF MEDICINE BY OFFERING RESOURCES TO SUPPORT PHYSICIANS IN ALL SETTINGS AND ACROSS ALL SPECIALTIES.”



CME Offerings

- ▶ **Dispensing CME** - MedChi and the University of Maryland School of Pharmacy developed educational online modules for physicians. Currently, five modules, totaling six (6) CME Credits, are now available.
 - ▶ **Opioid CME** - MedChi collaborates with components to offer BOP-mandatory CME on Opioid Management. There is also an online Business of Medicine course.
 - ▶ **Physician Leadership Institute** – Certificate program offered with online and live classes to earn 6 CME credits. Second class starts Sept. 5.
- 

Lunch and Learns

- ▶ Held on Fridays starting at noon 6-7 times per year
- ▶ No charge and free lunch
- ▶ Join us and bring a colleague and/or your office manager
- ▶ RSVP to Cathy Johannesen



Mark Your Calendars for 2016

- May 6** Legislative Wrap Up
- June 3** Value-Based Payments
- July 8** Physician Wellness
- Sept. 9** Opioid Management
- Oct. 7** Integrated Care in Pediatrics
- Dec. 2** TBD

Physician Health & Rehabilitation Program

Physician Health Program

- ▶ Voluntary and highly confidential
- ▶ Paid for by participation fees by hospitals and individual user fees (discount for MedChi members)
- ▶ 80 percent of Maryland hospitals now participate – Is your hospital one of them?

Physician Rehabilitation Program

- ▶ Participants are ordered there by the Board of Physicians
- ▶ Paid for by contract with the Board; recently renewed for five years
- ▶ Utilization of program by Board is up **250 %** since 2010

Wrap Up

“WE NEED YOU TO SUCCEED!
REMEMBER TO CALL US FIRST
WHENEVER YOU NEED HELP.”

Component Societies Are a Key Part of Our Team and Bring Value to our Members

Allegany County Medical Society

Julie McCormick

Anne Arundel & Howard County &
Prince George's Medical Societies

Mary Morin & Jason Hohl

Baltimore City Medical Society

**Lisa Williams, Jenine Feaster &
Arnold Levine**

Baltimore County Medical Association

Russ Kujan & Michael Anderson

Cecil County Medical Society

Dana Brooks

Frederick County Medical Society

Judy Paternoster

Harford County Medical Society

Kate Buttion

Montgomery County Medical Society

**Susan D'Antoni, Betsy Baber, Pamm
Dalton, Stephen McDow, & Veena Sarin**

Washington County Medical Society

Karen Talbert

Wicomico County Medical Society

Yolanda Chaikal

Thanks to the MedChi Staff

| | | | | |
|----------------------|----------------------|--------------------|--------------------|-----------------|
| Mary Morin | Stephanie Wisniewski | Chae Kwak | Lawrence Almengor | Frank Berry |
| Jason Hohl | Sandy Boughan | Mike Llufrío | Jaclyn Rodriguez | Kirstin Shae |
| Erin Krell | Karen Buckmaster | Russ Kujan | Michael Anderson | Brittany Knight |
| Joseette Fullard | Anthony Alduino | Melanie Dang | Colleen George | Russ Kujan |
| Sharon Kirk | Ari Hernandez | Anne Norton | Cathy Johannesen | Andy Krauss |
| Leslie Parker | Linda Rodriquez | Tanya Bryant | Domenica Stone | Robi Rawl |
| Akil Patterson | Steve Politowski | Shanika Miles | Rachel Hennick | Ginger Tinsley |
| Jeffrey Bahen | Steve Johnson | Shayna Banfield | Joyce Bilanow | Diana Palewicz |
| Meg Fielding | Roberta Herbst | Colleen White | Ethel Wright | Laura Berg |
| Cinnomon Witherspoon | Paul McClelland, MD | Erika Opoka | Lloyd McCleave | |
| | | Debbie Sciabarrasi | Lawrence Devadason | |

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 exhibitors 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!



Closing Comments

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

Visit www.medchi.org

Thank you for attending!

