



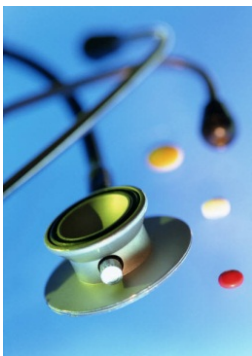
NEWS AND UPDATES

Cigna Collaborative Accountable Care (CAC) Updates

- By Christina Dowlen

We are well into another year with the Cigna CAC! Somethings to note to make sure we continue with our success,

- Effective 4.1.18, IPN combined the east coast and central Florida CAC's into one CAC. The combined IPN CAC has providers across an 8 county area to include - Brevard, Flagler, Indian River, Lake, Orange, Osceola, Seminole and Volusia counties.
 - Bonus criteria has changed for this new year. Meeting your metrics, achieving low cost and participating in quarterly meetings are key to receiving and increasing any shared savings bonus.
 - Christina Dowlen will be contacting you regarding your specific quarterly reports and action items. You can reach her at Christina.Dowlen@Careallies.com or 860.907.5495 if you have any questions or to schedule a quarterly participation meeting. If you are not currently participating in the CAC and are interested in joining you may also reach out to Christina.
 - Embedded Care Coordinator, Lynne Speroni, will continue to reach out to you to assist in closing out your outstanding Quality Metrics.
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CLINICAL CORNER

- By Maxine Jones, RN and Lynne Speroni, RN, BSN, MSW

The Importance of knowing about your patient when they are in the Hospital

IPN would like to help you know who is taking care of your patients while they are in the hospital.

In the next few weeks you will be contacted to see if you have a preferred hospitalist. If you do not have a preferred hospitalist and would like to meet with one, we can arrange a meeting for you.

Being able to share information regarding your patient with the hospitalist will help eliminate duplicate testing and unnecessary testing in the hospital that could be done as an outpatient.

When a patient goes to the hospital it should be just for the acute care that is needed and any follow up should be directed by the PCP.

Also with the help of a hospitalist you can arrange a direct admit on patients that do not have to go thru the emergency room if stable.

We look forward to helping you be the "Captain of the Ship" for your patients.

Quality and cost effective patient Care requires Communication

New Ancillary Partner

Cyrus Diagnostic Imaging has proudly served the Central Florida area for nearly two decades. We are conveniently located in Lake Mary with ease of access for Seminole, Volusia, and Orange counties.



We have a team of skilled professionals onsite at all times, including a Board Certified Radiologist, accredited and certified Ultrasound, CT, MRI, Nuclear Medicine, PET/CT, Mammography, X-Ray, and Bone Density technologists.

Please contact **Alisa Hornsby, Marketing Manager, 407-321-3012**

3T High-Field Open-Bore Skyra MRI

128 Slice Low Dose CT

PET/CT Imaging

Visit our website

New Ancillary Partner

MEDICAL ARTS LABORATORY



Medical Arts Laboratory is a state of the art clinical lab, certified by CLIA, ACHA and AAB and has been serving our communities for 20 years.

Quick In and Quick Out - No Appointment Necessary
Same Day results for all in house testing - STAT Tests
In-home Blood Draw Service - On-sight Blood draw services to assisted living facilities and nursing homes.
Capability to interface with physician's EHR system for order entry and fast result delivery.

Contracted with Major Insurance Carriers - Lowest Self-Pay Prices!

Draw locations in Deltona, Orange City, New Smyrna, Deland, Titusville, Altamonte Springs, Lake Mary, and Oviedo - with Kissimmee and Orlando locations coming soon!

Please contact Dr. Muhammad Syed, MD - Marketing Director at 386-574-1481

Medical Arts Laboratory Info

New Ancillary Partner

Press Release - Dr. Walter Conlan and Florida Wound Care Doctors Open Central Florida's First Independent Wound Healing and Hyperbaric Center



Read More About it!

Visit our website

New Ancillary Partner



We pride ourselves on
our commitment to excellence

From our earliest beginnings, we've been focused on helping today's modern healthcare consumers become more active participants in managing their health. To achieve this aim, we're leveraging our combined clinical experience, with the latest advances in technology and information systems, to offer hospital-level expertise, within a local setting, via our accessible network of over 70 centers across 6 States.

We look towards a future of possibilities
through education, innovation and patient engagement.

In working to meet our customer's needs with real-time, high-quality results, we're able to develop a range of superior services that provide insightful and useful clinical information to their referring physicians. The result is that over time, as more patients learn about their health risks and predispositions, we can progress from simply diagnosing diseases to actually preventing them.

This fresh approach to delivering customized care, convenience and consistency, all at competitive rates for our customers, not only addresses the changing healthcare landscape, but also represents a significant source of appeal for our referring physicians.

Visit our website

Central Florida Locations

Cigna CAC Specialist Report

Our IPN Analytics Team has reviewed all Specialist referrals within IPN for service dates of 2017. 20 Specialties were measured, comparing IPN in-network referrals vs. non-IPN Specialist referrals. The results are as follows:

- Specialist Providers participating in IPN made up 31% of the paid claims (\$1.9 million) compared to non-IPN Specialists providers making up 69% of the paid claim amount (\$4.5 million)
- IPN Specialist total claims were **5% below** the market average across the 20 specialties. Specialists not participating in IPN were **1% above** the market cost for the same 20 specialties.
- 32% of the Orthopedic referrals came from IPN. Resulting in a cost of **15% below** the market. 68% of non-IPN Orthopedic referrals resulted in **6% above** the market average cost. Claims volume totaled roughly \$1.2 million from the IPN Cigna CAC members in Orthopedic Surgery.
- 24% of the Obstetrics/Gynecology referrals from IPN resulted in a cost of **19% below** the market. 76% of the Obstetrics/Gynecology referrals came from non-IPN Specialists resulted in **1% above** the market cost.
- ENT IPN referrals represented 53% of utilization, resulting in cost **7% above** the market. Non-IPN ENT referrals represented 47% of the cost utilization and resulted in **7% below** the market cost. Claims volume totaled \$320,000 from the IPN Cigna CAC members in ENT.

Utilizing in-network IPN Specialists will result in a significant cost savings compared to Specialists not associated with the IPN. As we continue to build a complete independent healthcare delivery system that provides high-quality and lower costs, we must refer within IPN.

Please contact the IPN office with any additional questions or information you need.

Thank you for your support.



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Giving doctors a voice and patients a choice.

A national nonprofit, A.I.D. works on behalf of physicians, patients and employers to raise awareness and represent the interests of independent physicians. A.I.D. is working to educate patients, insurance providers, and government representatives about why America's health-care system needs doctors to remain independent.

A.I.D. GOALS THAT COMPLIMENT THE IP NETWORK'S MISSION

- Stop consolidation of hospitals and medical practices.
- Educate patients and the community about how consolidations raise costs, reduce quality, decrease access, eliminate jobs, and result in unnecessary tests and procedures.
- Increase transparency, so consumers can know prices before they have procedures and choose the most affordable options.
- Inform lawmakers about why independent doctors are critical to health-care quality, cost and the economy.
- Work with insurance companies to bring payments to hospital-employed doctors in line with payments to independent doctors.
- Stop hospitals from the common practice of diverting patients from independent doctors to employed ones.
- Establish one voice that will represent the interests of independent doctors to legislative and regulatory agencies.
- Help doctors stay independent.

Association of Independent Doctors

Thank you
FOR YOUR SUPPORT

Integrated Independent Physicians Network, LLC

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