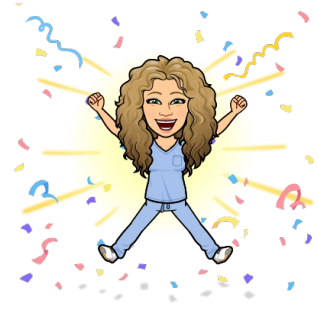
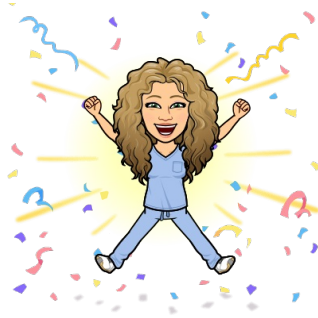




## NEWS AND UPDATES

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## LUCKY LOGO LUNCHEON



Display your IPN Logo and Win Lunch for your office!

[Click here for more details](#)

IPN has developed a complete healthcare delivery system around independent physicians and independent ancillaries, to:

- Promote Network Physicians
- Provide the Highest Quality of Care
- Represent the most Cost Effective options, for patients, payers and employers

**BE A PART OF THE SOLUTION TO RISING HEALTHCARE COSTS!**

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### **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.

(Original publication of this article was in the IPN Newsletter in July 2018, Issue 40.)



## CLINICAL CORNER

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

Suggested areas of CONCENTRATION: Encourage use of the nearest Urgent Care Center vs Emergency Room. Please consider adding the telephone number and name of your nearest Urgent Care center to your afterhours message. Our latest reporting shows there were 556 ER Potential Avoidable Visits. These patients could have been served in an Urgent Care or Afterhours office environment. Please consider adding the Urgent Care information to your NEW PATIENT PACKET. Please consider adding the Urgent Care information to your patient Receipt, and

ask your patients to load the Urgent Care and telephone number in their mobile phones.

It is estimated that 7 out of 10 ER visits are unnecessary and can be handled by a Primary Care Physician or Urgent Care Center, at a cost of 10 times the savings.

ER Visits by

Day: Monday 32, Tues. 31, Wed. 28, Thurs. 32, Friday 30, Sat. 29, Sun. 28

## New Ancillary Provider

Dr. Adrienne Ferguson invites you to attend the Grand Opening of

## CLERMONT URGENT CARE

1675 Hancock Road, Suite 300  
Clermont, FL 34711  
Phone 352-432-9990  
Fax 352-708-4577

ADULT AND PEDIATRIC



## URGENT CARE SERVICES

# GRAND OPENING CELEBRATION!

**SATURDAY  
SEPTEMBER 8<sup>th</sup>  
1pm**

1675 Hancock Road, Suite 300  
Clermont, FL 34711

[www.UrgentCareClermont.com](http://www.UrgentCareClermont.com)

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When minor medical urgencies arise, choose Clermont Urgent Care for rapid, reliable treatment without the big bills or wait time uncertainty of an emergency room. No appointment is needed and walk-in patients are always welcome.

**General Wellness  
Minor Injuries  
Acute Illness  
Xray and Lab Testing**

Please make sure that your patients are aware of our independent urgent care centers!

[www.urgentcareclermont.com](http://www.urgentcareclermont.com)

## Coding Corner

All current health conditions, including those that coexist, need to be \*documented:

- To the highest degree of specificity
- In the appropriate tense
- At a minimum of annually
- With impact to patient care treatment/management

**\*For commercial payors this can be done through claims billing**

Providers play a key role in Risk Adjustment (RA) activities for Medicare Advantage plans. The Centers for Medicare and Medicaid Services (CMS) bases each member's overall health status on the conditions identified and supported in their medical record. Each health condition needs to be documented to the highest degree of specificity to be reported with the most accurate ICD-10-CM code. Specificity in documentation identifies severities, complexities, comorbidities, manifestations, and other factors impacting the condition.

Along with specificity, be sure to documented the condition in the appropriate tense avoiding terms such as "history of" or "past medical history" to describe current conditions. To prevent conflict, document details such as the condition's onset date with current status. For example, "Patient with type II diabetes since 2009, well controlled with metformin."

All current health conditions, including those that coexist, need to be reported (at minimum) annually as they do not "carry over" each year for CMS. From a RA perspective, if chronic conditions (e.g., diabetes, congestive heart failure, atrial fibrillation) are not reported annually it indicates the condition has resolved and no longer exists. This can lead to an inaccurate depiction of the member's overall health status and a decrease in RRA funds to provide medical care.

**THANK YOU**

Integrated Independent Physicians Network, LLC

[www.ipnetworkflorida.com](http://www.ipnetworkflorida.com)

Phone 407-475-9213 | Fax 407-475-9203

IP Network Administration email - [admin@ipnetworkflorida.net](mailto:admin@ipnetworkflorida.net)

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