

Net New Revenue for primary care providers with Annual Wellness Visit

Challenges

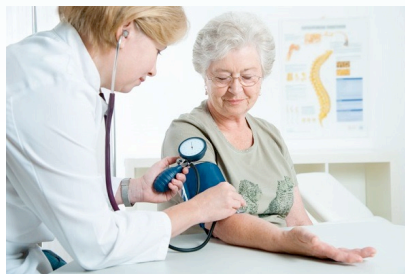
Identifying patient eligibility, reaching out for wellness visit and leveraging existing EHR system infrastructure without any impact on existing primary care providers' workflow

- Patient eligibility: Manual process consumes primary care provider and staff bandwidth and disrupts the office workflow.
- Cost: Upfront IT cost puts barrier entry to services. Integration with deployed EHR systems places burden on primary care providers' budget.
- Supplement staff for patient outreach on annual wellness visit availability: part of the upfront burden cost to primary care providers coupled with disruption of office workflow will have negative impact revenue.

Solutions

Health IT solution to bring efficiency to AWV services without any upfront cost to primary care providers and disruption to staff workflow

- Built-in management: out-of-box patient eligibility functionalities with automated progress tracking on AWV services.
- Revenue sharing model: no upfront cost with IT solution and full patient outreach services.
- Integrated solution with deployed EHR system: cloud deployment requires no additional IT cost or services.
- Maximizes primary care providers' bandwidth and revenue with built-in staff delegation and streamlined process.



Drivers for Change

Leverage new CMS reimbursement cost for net revenue increase while improving patient care outcomes

- Net New Revenue for primary care providers
- AWV is part of overall initiatives for shifting acute care towards preventive care cost, catching the wave with more initiatives, such as Chronic Care and Care Transition.
- No risk to primary care providers since solution requires no upfront cost.
- CMS starts the initiative, to be followed by major healthcare insurance for incentives / reimbursements.