



IEHP - VANTAGE Contract Termination Meeting

CONTRACTED PCPs
WEDNESDAY, JUNE 13, 2018
6:00 PM

PRESENTED BY:
Bradley Gilbert, M.D., Chief Executive Officer, IEHP
Jennifer Sayles, M.D., Chief Medical Officer, IEHP

ANTI-TRUST STATEMENT

The RCMA is pleased to convene this meeting for providers who are affected by the IEHP contract termination with Vantage IPA.

Many of you in the room and on the phone may be direct competitors. Because the exchange of some information among physicians, who are not in a risk-sharing arrangement, are subject to strict scrutiny under both federal and state antitrust laws, RCMA, IEHP and the participants at this meeting must proceed cautiously to ensure compliance with such laws.

Therefore, at no time during this meeting or any other meeting of physicians who are not in a risk-sharing arrangement, is it appropriate for physicians to:

- ▶ Discuss reimbursement rates paid by IPAs, IEHP or other payors to their participating providers;
- ▶ Discuss prices charged by physicians to their customers
- ▶ Discuss mutually agreed upon limitations on the services offered by physicians, regardless of whether those limitations are defined by product, geography, customer segment, or any combination thereof; and
- ▶ Discuss mutually agreed upon refusals to conduct business with specific health care providers, groups of providers, or other individuals or groups who may or may not provide services to physicians and patients.

IEHP- Vantage Contract Termination Meeting for CONTRACTED PCPs

- ▶ We have over 50 people participating tonight either in the room or via webex.
- ▶ To keep things orderly, we please raise your hand if you would like to ask a question that has not already been asked and I will call upon you in the order received.
- ▶ Again, we will answer the questions in the order they are received.
- ▶ For those participating via webex, please click on the chat button, type in your question and hit enter to send. The chat button can be found between the call button and screen button at the top of your join.me screen.
- ▶ If you are not on the webex but calling via your phone, please email your question to rgustason@rcmanet.org
- ▶ All phones will be muted during the presentation to minimize background noise.

Extension of deadline to submit new IPA affiliation

- ▶ Many PCPs advised IEHP that more time would be helpful to choose a new IPA affiliation to transfer Members assigned through Vantage Medical Group.
- ▶ The Department of Managed Healthcare (DMHC) originally required that we notify Members sixty (60) days in advance of the effective date of the Vantage termination, August 31, 2018.
- ▶ To give PCPs more time to select a new IPA, we requested a special waiver through DMHC to shorten the Member notice timeframe.
- ▶ DMHC has agreed to this request and we are extending the deadline to provide IEHP with written confirmation of your new IPA affiliation to:

July 20, 2018

Questions posed to IEHP prior to meeting which will be covered tonight before Q&A

- ▶ What happened - Transparency?
- ▶ Concerns with remaining IPA's; capacity and abilities
- ▶ Payment/Choices - Differential in payment between IPAs as well as IEHP Direct?
- ▶ What does an IPA do for IEHP for the amount of money they take in administrative fees?
- ▶ Is there value in an IPA relationship or can the doctor meet IEHP requirements without an IPA?
- ▶ What would be responsibilities of direct vs. IPA?
- ▶ What happens if no choice by 6/27?
- ▶ Concern over lack of choice; remaining IPAs
- ▶ Not business as usual. Concern over payment for specialty services next few month with current delays in claims payments

Questions Posed to IEHP Prior to Meeting which will be Covered

- ▶ Will RCMA or IEHP be dealing with the pending claims for vantage?
- ▶ Will all authorizations be honored by IEHP?
- ▶ Would you please list the other available IPA'S?
- ▶ Who do we contact for claims that have not been paid?
- ▶ Who do we get the data to? We have many 2017 unpaid claims with Vantage
- ▶ Are you open to contracting with a brand new physician owned and physician lead IPA?



Claims submitted to Vantage Medical Group between June 2016 and June 2018

- ▶ Our partnership with you includes our commitment to ensuring that our delegated IPAs process your claims in a timely and accurate manner according to the Division of Financial Responsibility in our agreements
- ▶ During the interim, please continue to send your claims to Vantage Medical Group for services rendered to IEHP Members assigned to Vantage on the date of service.
- ▶ If your office has claims incurred within the last twenty-four (24) months that Vantage Medical Group has not processed within contractual or regulatory timeframes and were appealed to Vantage without satisfactory recourse, please contact IEHP Provider Relations team at (909) 890-2054. IEHP will review the specifics of the claim(s) to ensure that appropriate adjudication of the claims occurs.
- ▶ IEHP has always supported our physicians and made sure you are paid for services rendered to IEHP Members.
- ▶ If you have any questions or concerns, please call IEHP's Provider Relations team at (909) 890-2054

IEHP Contracted IPAs in the Inland Empire

Entity Name	Name	Title	Address	City	State	Zip	Phone	Fax	E-Mail
Alpha Care Medical Group	Nancy Stephenson	VP Business Development	2589 E Washington Blvd	Pasadena	CA	91107	(909) 241-3504	(626) 817-9207	nstephenson@alphacaremed.com
Inland Faculty Medical Group	Enrique Contreras	Medical Management	1860 Colorado Blvd, #200	Los Angeles	CA	90041	(909) 725-7510	(323) 543-2710	enrique@mvmedical.com
LaSalle Medical Associates	Victor Madero	Network Development	1855 W Redlands Blvd 2nd Fl	Redlands	CA	92373	(909) 890-0407		v.madero@lasallemedicalassociates.com
Regal Medical Group	Merrellyn Alford	Director of Network Management	621 E Carnegie Dr. Suite 140	San Bernardino	CA	92408	(909) 890-2674 Ext. 7165	(909) 890-9828	Malford@RegalMed.com
Dignity Health Medical Group	Stephen Zobel	Director, Managed Care	3400 Data Dr	Rancho Cordova	CA	95670	(916) 851-2098	(916) 851-2921	stephen.zobel@dignityhealth.org
Horizon Valley Medical Group	Val Vetack	Manager of Contracting and Credentialing	18564 Highway 18 #105	Apple Valley	CA	92307	(760) 242-7777	(888) 847-5757	vvetack@choicemg.com
Physicians Health Network	Sophia Chung	Credentialing Manager	301 E Vanderbilt Way #100	San Bernardino	CA	92423	(909) 332-5743	(760) 515-3485	schung@phnipa.com
Pomona Valley Medical Group	Janice Shelton	Director, HMO Contracting-Payor Contracting	600 City Parkway West, #800	Orange	CA	92868	(714) 796-5950	(714) 560-7350	HMO.contracting@prospectmedical.com
IEHP Direct	Daniel Vargas	Manager Provider Contracting	PO Box 1800	Rancho Cucamonga	CA	91729	(909) 890-2712	(909) 477-8547	vargas-d@iehp.org
IEHP Direct	Tracee Roque	Manager Provider Contracting	PO Box 1800	Rancho Cucamonga	CA	91729	(909) 296-3616	(909) 477-8547	roque-t@iehp.org

Things to consider when evaluating a contract:

- ▶ Review closely the term and termination clause
- ▶ Review wording on Exclusivity - can you contract with more than one IPA or one IPA and a direct contract with IEHP if desired?
- ▶ Review the performance metrics closely
- ▶ Insure the specialists you refer to are part of the IPA's network
 - ▶ If you are unsure, IEHP can validate specialist contracts with specific IPAs
- ▶ Review the financial section, i.e. reimbursement.
 - ▶ Note: IEHP is undergoing a rate re-basing for both IPAs and IEHP-Direct - more info will be available week of 6/18. Recommend you NOT sign a contract until the new rates for both IPAs and Directs are released to insure you have the latest information for consideration
- ▶ When evaluating the financial section be sure to include base pmpm rates, P4P and additional income including Prop 56 (tobacco tax). Be sure these are included in the contract.

ADDITIONAL SUPPORT/QUESTIONS

IEHP

Esther Iverson

Director of Provider Relations

Ph: 909-890-4200

lverson-e@iehp.org

OR

Suzie White

909-890-2710

RCMA/CMA stands ready to assist members as you are working through your options. If you have questions concerning a contract or other issues you may contact our Medi-Cal expert:

Kristine Marck

Director of Medi-Cal Managed Care Plan Relations, Center for Economic Services

California Medical Association

Ph: 916 551-2037

Fx: 916 596-1131

kmarck@cmanet.org

For additional assistance please contact RCMA

Ph: 951-686-3342