

MIPS for the C-Suite: How to Educate for Action

FEBRUARY 18, 2016

About Tom Lee, Ph.D. Founder & CEO of SA Ignite

Tom is a technology innovator and leader who brings his unique world view and compassion to create health IT solutions for the business of caring for people. He is the father of two small children and after a frightening personal experience, it was his concern for their future in the world that inspired him to create a company that matched his personal passion: driving innovation in the public healthcare system.

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Key Takeaways From The January Webinar

- 2015 MU and PQRS Submission Tips
 - Verify how 2015 submission rules differ from 2014
 - Confirm eligible provider lists
 - Capture audit trails
- **Relieve:** MU attestation and PQRS EHR Direct submission deadlines postponed to March 11!
- Videos and PDFs of our MIPS webinars at <http://www.saignite.com/resources/hitech-abc-of-mips-webinar>

MIPS for the C-Suite: How to Educate for Action Today's Agenda

- Rising Awareness of MIPS
- Typical C-Suite Questions About MIPS
- MIPS Facts to Motivate the C-Suite
- Educational Tools
- Open Q&A (Including about the 2015 Submission Season)

Rising Awareness of MIPS

“[MIPS] is the big regulation we're watching this entire year.”

- Washington counsel for the AMA (Feb 5, 2016)

“The implementation of the bipartisan MACRA legislation is a major item squarely on our punch list that has everyone’s attention. At its most basic level it is a program that brings pay for value into the mainstream through something called the *Merit-based incentive program*.”

- Acting Administrator for CMS (Jan 12, 2016)

Fun: In February, CMS’ MIPS website cracked into Top 10 of Google searches on “MIPS”, a decades-long term widely used in engineering.

90%+ of Medicare Part B Providers Likely to Be in MIPS

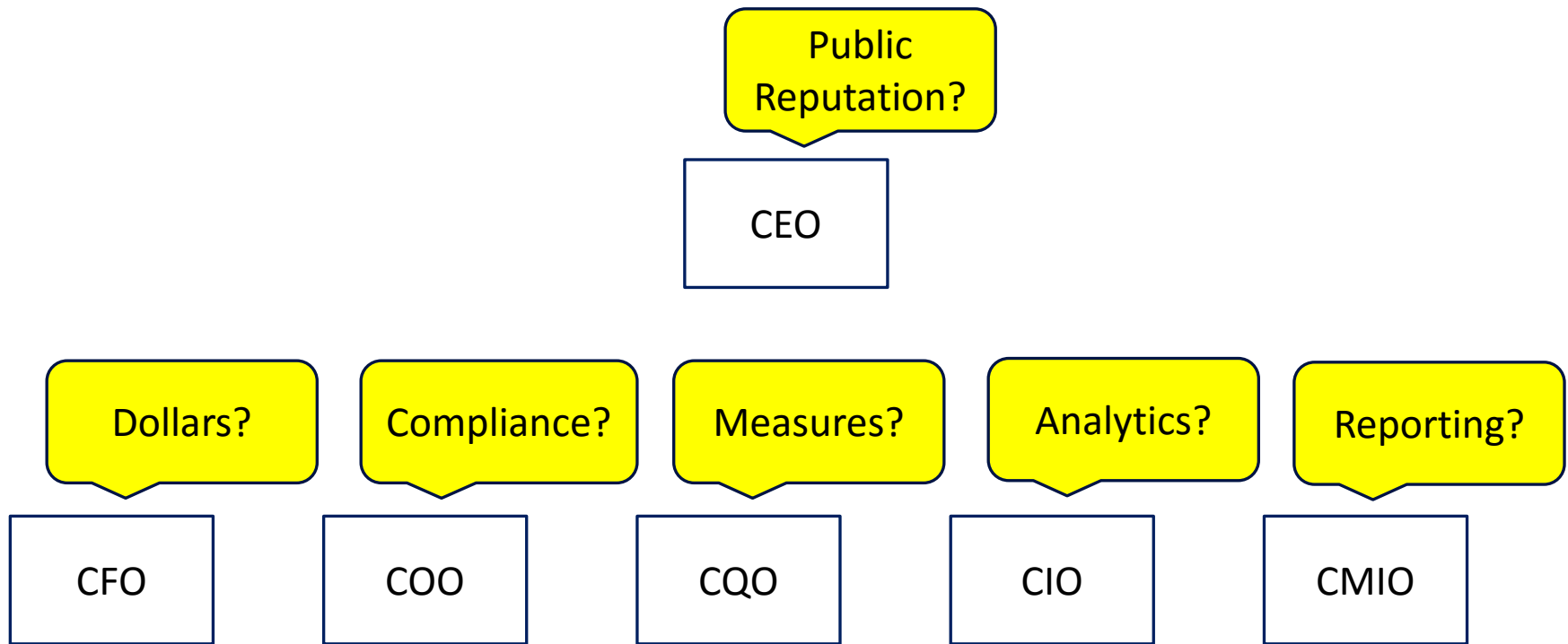
MACRA places each Medicare Part B provider into:

- MIPS,
- Alternative Payment Models (APMs) such as MSSP ACOs, or
- both a) and b)

APMs ~ 0.03M physicians in 475 MSSP ACOs (January 2016)

MIPS ~ 1.20M out of 1.25M Part B Providers

Typical C-Suite Questions About MIPS



MIPS Facts to Motivate the C-Suite

#1 Fact: Winners are rewarded at the expense of the losers.

- Dollars - 36% top-to-bottom \$ swing in Part B payments
- Compliance – Rules final by November, program starts January
- Measures – Every MIPS point impacts \$ and reputation
- Analytics – Need to predict the MIPS score
- Reporting – PQRS reporting methods may change
- Public Reputation – MIPS scores published to consumers

Educational Tools

- Free MIPS Financial Calculator v4 (**New video and user guide!**):
<http://www.saignite.com/mips-solutions>
Fun: #3 on Google for “mips calculator” and only non-engineering link
- Sign up at saignite.com for emails about MIPS tools throughout 2016
- All ABC’s of MIPS webinar videos and PDF presentations:
<http://www.saignite.com/resources/hitech-abc-of-mips-webinar>
 - July 2015, The Financial Impact of MIPS
 - December 2015, Planning for the 12 Months Before MIPS
- Join LinkedIn Group “**Merit-Based Incentive Payment System**” (no ads)

Open Q & A