

Leapfrog Group: Incentives and Rewards Compendium – Washington State

Aetna

In January 2004, Aetna launched new networks of doctors that the company says have better outcomes in high-cost specialties. Aetna said the program could reduce health-care costs for employers, improve care of patients and possibly increase volume and income for physicians. The team includes specialists in cardiology, cardiothoracic surgery, gastroenterology, general surgery, orthopedics and obstetrics/gynecology, which are some of the highest cost-drivers for the company. Aetna offers the program in Jacksonville, Dallas and Seattle areas. This program is targeted at Physicians and Consumers in FL, TX, and WA.

Source: http://www.jacksonville.com/tu-online/stories/102303/bus_13852179.shtml

Patient Choice Healthcare, Inc.

Patient Choice Healthcare, Inc., which develops health care programs that enable value-based health care purchasing, has enhanced its method for differentiating provider performance with the addition of a "quality credit." The company's revolutionary program helps consumers better understand and easily evaluate variations between health care systems, thereby spurring providers to continually improve performance and contain costs. This program is targeted at Physicians, Hospitals, and Consumers in MA, MN, WA, and WI.

Source: <http://www.patientchoicehealthcare.com/news/newsreleases.html>

Premera Blue Cross

Premera's Pay for Performance program is intended to develop provider reimbursement models that link performance to compensation. This is done by embedding performance measurement rewards (in the areas of quality, satisfaction, prescribing and actual outcomes) into contract negotiation. It's hoped that this program will promote improvements in the quality of care and better control health-care cost trends. Quality Scorecards are the core of our Pay for Performance program.

Starting in 2002, Premera worked with six leading clinics in Washington State to develop the Quality Scorecard. The effort was expanded in 2003 to include a total of 10 clinics, accounting for approximately 20 percent of all care received by Premera members in 2003. The 10 clinics were compared to each other and to the statewide Premera network average.

The Quality Scorecard, which has no financial incentive attached to it, feeds into Premera's incentive plans for Pharmacy and Quality. The Pharmacy Incentive Plan focuses on improvement in the generic fill rate and in decreasing the average ingredient cost of drugs. The Quality Incentive Plan focuses on HEDIS measures, pharmacy metrics, quality improvement projects and clinical outcomes metrics. Participation in the Pharmacy Incentive Program is limited to groups of at least 20 to 50 providers who meet a certain threshold for pharmacy claims each quarter. Participation in the Quality Incentive Program is limited to groups that provide care to at least 1,000 Premera members and also meet a certain threshold for annual claims. This program is targeted at Physicians in WA.

Regence BlueShield

Regence BlueShield incents hospitals if fully compliant with two of the Leapfrog patient safety initiatives. Hospitals can earn a component of their inpatient APDRG conversion factors by meeting the Intensive Care Unit (ICU) Intensivist Staffing and Computerized Physician Order Entry (CPOE) criteria as stated by The Leapfrog Group. This program is targeted at Hospitals in WA.

Source: <http://www.wa.regence.com/about/patientSafety/factSheet.html>