



Periodic *Fast Faxes* are intended to enhance your partnership with HealthCare Partners, IPA

HealthCare Partners, IPA

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Second Notice

HealthCare Partners Expands its Medicare Advantage Agreement with Empire Blue Cross Blue Shield: Full Delegation for Empire MediBlue HMO

This fax pertains to HCP's full delegation agreement with Empire MediBlue HMO. Earlier this year, we announced that HealthCare Partners, IPA ("HCP") had entered into a care coordination agreement with Empire Blue Cross Blue Shield ("Empire") for the MediBlue HMO and MediBlue PPO Medicare Advantage plans. The service area covers New York City, Nassau, Suffolk, Westchester, Orange and Rockland Counties. We are pleased to announce an expansion to this agreement.

Effective January 1, 2015, HCP will assume responsibility for utilization management, claims processing, member services, and credentialing for the Empire MediBlue HMO plan. HCP also will continue the care coordination programs already in place for the Empire MediBlue PPO plan in the service area.

On November 6, 2014, we mailed the attached documents. However, several providers have reported they did not receive the documents. Please promptly complete and return the attachments documents by November 28, 2014. You will then be eligible to participate in and benefit from this expanded Agreement, including eligibility for Care Management Incentive program payments for MediBlue HMO members who are patients in your practice*. Please attach the amended *Health Plans* exhibit to your HCP Provider Agreement and refer to the document with answers to frequently-asked questions.

To add further value for you, we are continuing our negotiations with other health plans to bring additional business to your practice. Stay tuned.

* *NOTE: If you currently participate in an Empire incentive plan, you will be eligible to receive Care Management Incentive payments from HCP at the conclusion of your current Empire performance measurement period.*



November 6, 2014

Provider ID: [REDACTED]

Dr. [REDACTED]

IMPORTANT ANNOUNCEMENT: *HealthCare Partners enters Medicare Advantage Agreement with Empire BlueCross Blue Shield*

Dear Dr. «LastName»,

In September 2014, I announced that HealthCare Partners (HCP) had entered into an Agreement with *Empire BlueCross BlueShield* (Empire). The Agreement covers Empire's Medicare Advantage members who have Empire MediBlue HMO or PPO insurance, and who primarily reside in the five boroughs of New York City, Nassau, Suffolk, Westchester, Orange and Rockland Counties. Earlier this year, HCP began to coordinate care for selected members of these plans whose profiles indicated that they are at higher risk of health events that can be avoided or alleviated.

Effective January 1, 2015, the care coordination arrangement for the Empire MediBlue HMO will convert to an arrangement similar to that of our other health plans: HCP will assume responsibility for utilization management, claims processing, member services, and credentialing. For Empire MediBlue PPO, HCP will continue the current care coordination initiatives. The enclosed "*Q&A*" document addresses frequently-asked questions. If you have other questions, please call Wendy Rosario at 516-214-8910, Brian McCue at 516-394-5691, or William Guevarra at 516-394-5741.

To ensure that you will be covered by and benefit from the expansion to the Agreement, including eligibility for HCP Care Management Incentives*, three enclosures require your immediate attention:

- **Affiliation Declaration Form:**
 1. Please place the entire content of this document on your practice letterhead.
 2. Print all requested information: Your full name, license number, National Provider Identification Number (NPI) and Tax Identification Numbers (TINs).
 3. Sign the document.
- **Addendum to Exhibit "C":** Print your name, then sign and date the document.
- **Exhibit C:** This updated document replaces the current Exhibit in your Provider Agreement.

Please return the two documents in the enclosed envelope **by November 21, 2014.**

Thank you for your participation in HealthCare Partners, IPA. We look forward to continuing to bring value to you and your practice.

Sincerely,

George L. Ingram
Vice President, Network Operations

*NOTE: If you currently participate in an Empire incentive plan, you will be eligible to receive Care Management Incentive payments from HCP at the conclusion of your current Empire performance measurement period.

AFFILIATION DECLARATION FORM

Physician Letterhead

Date

To: **HealthCare Partners, IPA**

Please accept this letter as written notification of my desire to participate with Empire MediBlue HMO and Empire MediBlue PPO plans through HealthCare Partners, IPA. This affiliation is active as of July 1, 2014. This selection to participate in the Empire MediBlue HMO and PPO incentive program through HealthCare Partners, IPA will be exclusive and will supersede any and all agreements relating to incentive payments and/or risk sharing arrangements you currently have, directly or indirectly, with Empire Blue Cross and Blue Shield.

Furthermore, by signing below, I attest and affirm that I have authorization to sign this Affiliation Declaration Form on behalf of myself as designated by the tax ID number noted below.

Thank you,

Sincerely,

_____ Physician signature

_____ Print Physician's name and license number

_____ Physician's NPI number

_____ Tax ID Number(s)

ADDENDUM TO EXHIBIT “C”

**HERITAGE NEW YORK IPA *dba* HEALTHCARE PARTNERS, IPA
PRIMARY CARE PROVIDER AGREEMENT**

Pursuant to Exhibit “C” of the Primary Care Provider Agreement between Provider and HealthCare Partners, IPA (HCP), this Addendum dated July 1, 2014 modifies such Participating Provider Agreement to include the following Plans as an HCP-contracted health plan:

Empire MediBlue PPO Plans

Provider’s participation in *Empire MediBlue PPO Plans* through HCP shall be effective as of the date of Provider’s signature as shown below.

General Terms and Conditions for participation in *Empire MediBlue PPO Plans*:

- Claims are submitted directly to *Empire BlueCross Blue Shield (Empire)*, and are paid in accordance with the terms of Provider’s contract with Empire.
- HCP shall pay Provider a Care Management Program Incentive in the amount of **Two Dollars per member per month (\$2.00 pmpm)** for each Empire PPO member on Provider’s panel.

Nothing in this Addendum to Exhibit “C” shall be construed to release or otherwise set aside Provider’s obligations under the terms and condition of the Primary Care Provider Agreement between Provider and HCP.

Provider Name (please print)

Provider Signature

Date

EXHIBIT C

HEALTH PLANS

- A. The following is a list of Plans for which HCP is currently responsible for provision or arrangement of Contracted Services pursuant to an agreement between HCP and Plan (“HCP-Plan Agreement”):

EmblemHealth/ HIP*

Liberty Health Advantage, Inc. (LHA) **

Touchstone Health (THP) **

Empire MediBlue (HMO) ***

Empire MediBlue Plus (HMO) ***

- * **HCP’s Agreement with EmblemHealth excludes from HCP’s Service Area the counties of Orange, Rockland and Westchester**

- ** **LHA and THP** limited to Medicare Advantage product.

- *** Effective July 1, 2014. **Empire MediBlue HMO Plans** are Medicare Advantage products.

- B. HCP may modify the list of Plans in Exhibit C from time to time without notice.
- C. PROVIDER’s participation in all Plans and all Plan products for which HCP is responsible for provision or arrangement of Contracted Services is automatic subject only to Plan’s acceptance of PROVIDER as a Plan participating provider.
- D. Where PROVIDER is either directly contracted, or contracted through another IPA arrangement, with a Plan not previously contracted with HCP and such Plan becomes contracted with HCP, this Provider Agreement between HCP and Provider supersedes such other agreement with respect to services provided by Provider to Enrollees assigned to HCP pursuant to such HCP-Plan Agreement. Further, if PROVIDER is a Primary Care Physician, PROVIDER hereby authorizes Plan to assign PROVIDER’s Enrollment to HCP pursuant to such HCP-Plan Agreement.
- E. PROVIDER shall be compensated for newly added Plans in accordance with Exhibit A of this Agreement unless otherwise notified.

QUESTIONS and ANSWERS

HCP - Empire Medicare Advantage Agreement

1. As an HCP Primary Care Physician, what must I do to participate in HCP's Medicare Advantage Agreement with Empire?

Except as noted below in the last paragraph of this answer, your participation in the Empire MediBlue **HMO** Plans through HealthCare Partners is **automatic** under the terms of your HCP Provider Agreement. A revised Exhibit C reflecting the addition of the Empire MediBlue HMO Plans to our roster of contracted health plans, and also reflecting your eligibility for the **Care Management Program Incentive** in 2014, as detailed in the answer to Question 3 below, for your Empire HMO members, is enclosed for your reference.

However, because HCP's affiliation with Empire's MediBlue **PPO** Plans, unlike the Empire MediBlue HMO Plans, is not a "risk arrangement" directly managed by HealthCare Partners, your participation in this arrangement through HCP is not required by our contract, but rather is at your option. We have enclosed the Addendum to your HCP Provider Agreement that will make your participation in Empire's PPO Plans through HCP effective upon your signature of the Addendum, and which also states that you would be eligible to receive the Care Management Program Incentive detailed below.

The only circumstance, contractually speaking, that would prevent an HCP Primary Care Physician from participating in our Agreement with Empire is if you are currently in an Empire performance incentive plan. At the conclusion of your Empire performance measurement period, you would then be able to participate in the HCP-Empire Agreement, which, among things, means that you would then be eligible to receive the Care Management Program Incentive, as well as the additional incentives described in the answer to Question 3 below.

Physicians and/or Physician Groups will be required to complete an Opt-In Form which makes it clear that your participation in an Empire incentive program through HCP will be exclusive and will supersede any and all incentive programs and/or risk sharing arrangements with Empire Blue Cross and Blue Shield.

2. What does the HCP-Empire agreement mean for me in 2014, as a participating HCP Primary Care Physician?

Initially, during the remainder of 2014, HCP's role will be to work with you and other HCP providers to assist with the care management of the HCP-Empire MediBlue HMO and PPO members on your panel. At the same time, you must continue to submit your medical claims to Empire both for HMO and PPO members, as Empire will retain responsibility to process your claims for 2014 dates of service.

3. How will HCP work with me to assist with care management of the HCP-Empire MediBlue members on my panel?

Once we identify the members on your panel, we will work with your office to ensure attention to “care gaps” and other care-related issues. In particular, the focus will be to help coordinate care of your Empire members whose profile indicates that they are at higher risk of health events that can be avoided or alleviated. Timely identification of an individual’s health concerns and referral as needed to a setting and/or practitioner able to provide appropriate care are the key components of this care management program.

To support your role in these collaborative efforts, we will pay you a **Care Management Program Incentive** in the amount of **\$2 per member per month** for each of the Empire members on your panel. What is simply required on your part is your cooperation with our care teams, including our Medical Directors, to ensure that those Empire members on your panel who we have identified as higher-risk are receiving necessary attention and appropriate care. Additionally, we will include your Empire membership in our **Acuity Adjustment Incentive Program** and **Star Measure Incentive Program**, which, depending on your panel size, will increase the potential for you to earn even greater incentive payments. In 2014, the \$2 pmpm Care Management Program Incentive will be paid both for your Empire MediBlue HMO Members and your Empire MediBlue PPO Members.

4. What will change as of January 1, 2015? Will Empire MediBlue HMO Members on my panel be handled differently from Empire MediBlue PPO Members on my panel?

Empire MediBlue HMO Plans -- Effective January 1, 2015, HCP will be responsible for utilization management, claims processing, member services and credentialing for the **Empire MediBlue HMO** plans – similar to our other health plans. Therefore, beginning with 2015 dates of service, HCP will be responsible to process your claims for services performed for HCP Empire MediBlue HMO members, and/or, if you are on capitation, making your capitation payments in accordance with the terms of your HCP Provider Agreement. However, since HCP will have direct responsibility for utilization review for Empire’s MediBlue HMO plans beginning January 1, 2015, the Care Management Program Incentive will not continue in 2015.

Empire MediBlue PPO Plans -- HCP will continue to assist in the care management of **Empire MediBlue PPO** members, but will not directly perform utilization review or claims processing for these plans. Therefore, to support your participation in our care management efforts, we will continue to pay you the **Care Management Program Incentive** in 2015 for the Empire MediBlue PPO members on your panel in the amount of **\$2 per member per month**. Empire will continue to process your PPO claims only.

* * *

We realize this is a lot of information and for that reason we will be in contact with your offices, either in person or by phone, to answer any questions you might have. In the meantime, please feel free to call our Provider Services Department at _____.

In closing, we would like to express our gratitude to you again for your participation with HealthCare Partners.