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Case Study /

Primary Care Physician Practice Groups

Two diverse clients engaged ForeSee Medical to use our ESP risk adjustment software to assist with coding per the CMS HCC risk adjustment model.

THE CHALLENGE

Can experienced providers of Medicare Advantage (MA) and Primary Care First model care improve their profitability and compliance by using software that leverages artificial intelligence (AI) tools such as natural language processing (NLP) and machine learning (ML)?

THE CLIENTS

- Two independent medium-sized primary care physician (PCP) based medical groups. One located in Tampa Florida, and the other in Eastern Pennsylvania
- EHR platforms are ranked in the top 10 based on volume of users
- Employs certified HCC coders and a team of professionals that assist in the management of their Medicare risk contracts, but much of the coding is dependent on treating providers
- Experienced in Medicare Advantage contracting
- Historic RAF score meaningfully above the national average
- Assumes both upside and downside financial risk for a portion of MA premium
- The Florida group participates in the Primary Care First Model – an innovative model sponsored directly by CMS that risk adjusts

Case Study /

The Results

Pennsylvania Group

1,000 Members

Pure Medicare Advantage Population
Percent of Premium Contract

RAF LIFT WITH FORESEE

Average Projected RAF	1.33
Average Baseline RAF	- 1.20
Average RAF Increase	**0.13**

MEDICAL GROUP REVENUE LIFT

Payer Premium Increase	$1,478,069
Medical Group % of Premium	x 65%
Medical Group Premium Increase	**$960,745**

PAYER PREMIUM LIFT

CMS Base Rate	$947.48
Medical Group Number of MA Lives	x 1,000
Average RAF Increase	x 0.13
Payer Premium Increase	**$1,478,069**

ROI

>40x

Florida Group

1,000 Members

Primary Care First Contract (80%)

Medicare Advantage Percent
of Premium Contract (20%)

OF NOTE

Since Primary Care First calculations do not follow a strict percent of premium and are instead based on each member's risk status category we display average ROI based on a calculation provided by the medical group.

RAF score increases in the Primary Care First Model have less impact on revenue than Medicare Advantage because the model structure is not simply a percent of premium and supports more "downside protection."

RAF LIFT WITH FORESEE

Number of Lives That Risk Adjust	1,000
Average Projected RAF	1.442
Average Baseline RAF	-1.200
Average RAF Increase	**0.242**

ROI

>25x

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