



Physician Tiering in Massachusetts

Mario Motta, MD

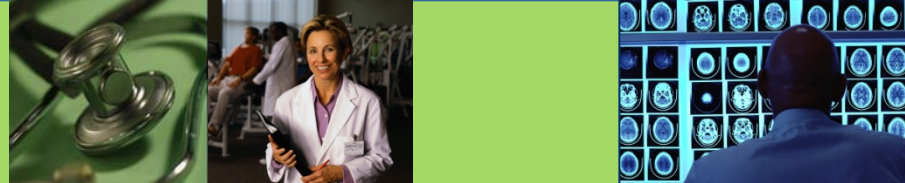
President

Massachusetts Medical Society



MASSACHUSETTS
MEDICAL SOCIETY

*Every physician matters,
each patient counts.*



The GIC Approach

Clinical Performance Improvement initiative – a.k.a., Tiering

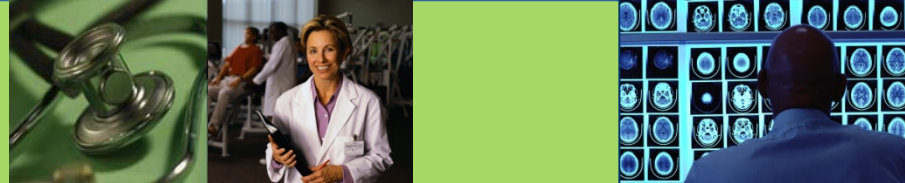


- Measure cost efficiency via “ETG” methodology
- Measure quality via HEDIS, etc.
- Squeeze quality and cost scores from claims data
- Incent patient and physician behavior via differentials in co-payments
- Implemented in 2006



The GIC's Rules for 2008-11

- Must individually rate MD's in these specialties
 - Cardiology
 - Orthopedics
 - Rheumatology
 - Pulmonology/Pulmonary Disease
 - Endocrinology
 - Gastroenterology
 - OB-GYN
 - Otolaryngology
- Three tiers for all plans
 - Tier 1: 20%
 - Tier 2: 65%
 - Tier 3: 15%
- Must use GIC's aggregated data



North Shore Cardiovascular Associates

	Tufts	HPHC	Neighborhood	Unicare	United
Anderson	2	1			
Block	2	2	2		1
Forgione	2	2	2	3	1
Goldstein	3	2			1
Kahn	2	2	2	3	
Katcher	2	2			
Kemper	2	2			1
Kurzrok	2	2	2	2	1
Motta	3	2			1
Rubin	2	2			
Roberts		2			
Santos	3	2			
Slovut	3	2			
Waldman		2			

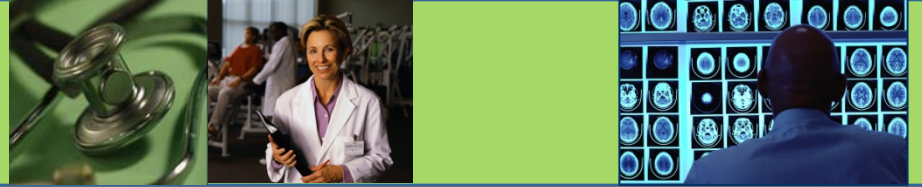


1	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U
2	Doctor's Last Name: MOTTA																	Total episodes:			121
3	Doctor's First Name: MARIO																	Raw e-score:			1.13
4	Doctor's Specialty: CARDIOVASCULAR DISEASE																	Final e-score:			1.20
5	Doctor's 08-ID: 22770																				

ETGs Within Cardiovascular Disease Specialty Range (250 - 311 plus 908) High Variance (e-score > 1.10)																					
ETG Code	ETG Short Description	Epi Vol	A/EA	MedMgtA	SurgA	FacA	OptA	RxA	InpA	TotA	MedMgtEA	SurgEA	FacEA	OptEA	RxEA	InpEA	TotEA				
1 268_	CHF, wo comorb	1	5.27	1,026	-	9,000	16,556	51	-	26,634	549	122	2,554	1,149	672	13	5,058				
2 276_	Maj conduction dis, wo implant	1	5.22	270	-	20,400	31	81	-	20,783	528	190	1,013	1,988	236	25	3,979				
3 264_	CHD, wo AML, w cardiac cath	2	1.53	4,320	5,460	22,500	12,361	1,364	-	46,005	2,364	5,705	8,237	11,596	2,111	73	30,105				
4 281_	Benign hypertension, wo comorb	13	1.52	8,370	-	6,000	26,943	9,679	-	50,992	5,627	819	8,959	9,649	8,484	4	33,542				
5 311_	Cardiovascular disease S&S	26	1.47	5,434	-	1,500	29,051	3,531	-	39,516	5,685	899	970	18,252	1,035	32	26,873				
6 267_	CHF, w comorb	2	1.46	2,188	-	10,500	10,653	873	-	24,214	1,624	303	9,910	3,173	1,454	81	16,546				
7 283_	Cardiac congen dis, wo sur	1	1.25	347	84	-	1,062	874	-	2,367	270	64	590	846	118	6	1,894				
8 277_	Minor conduction disorder	14	1.24	10,467	-	4,500	18,580	2,948	-	36,495	4,805	361	9,520	11,103	3,579	108	29,475				
9 253_	CHD, w AML, w angioplasty	1	1.11	1,776	3,856	13,500	4,630	2,808	-	26,570	2,113	3,652	9,606	6,229	2,264	73	23,936				
Subtotal		61	1.60							273,575							171,409				

ETGs Within Cardiovascular Disease Specialty Range (250 - 311 plus 908) Low Variance (e-score <= 1.10)																					
ETG Code	ETG Short Description	Epi Vol	A/EA	MedMgtA	SurgA	FacA	OptA	RxA	InpA	TotA	MedMgtEA	SurgEA	FacEA	OptEA	RxEA	InpEA	TotEA				
1 287_	Other cardiac diseases	2	1.07	1,431	-	-	2,381	853	-	4,666	484	8	2,346	1,271	240	14	4,362				
2 265_	Isch hrt dis, exc CHF, wo AML	32	1.02	16,543	-	13,500	44,048	23,973	-	98,064	12,508	996	21,771	36,551	23,880	210	95,916				
3 259_	CHD, w AML, inf wall, wo compl	2	1.01	805	-	6,000	5,874	2,733	-	15,412	1,419	76	8,463	3,313	1,980	2	15,252				
4 262_	CHD, wo AML, w angioplasty	3	0.77	2,987	9,504	10,500	11,343	3,113	32	37,480	3,952	10,118	13,045	15,820	5,712	83	48,730				
5 255_	CHD, w AML, w cardiac cath	2	0.69	1,892	4,394	9,000	9,954	3,443	-	28,683	3,715	5,477	19,111	10,306	2,564	235	41,407				
6 280_	Benign hypertension, w comorb	7	0.66	3,894	-	-	9,405	3,740	-	17,039	3,779	722	10,999	5,139	5,136	4	25,778				
7 251_	CHD, w AML, w CABG	1	0.57	1,250	8,041	15,000	4,010	855	-	29,156	2,857	8,148	29,818	8,915	1,395	149	51,282				
Subtotal		49	0.82							230,499							282,728				
Totals Within Specialty Range		110	1.11							504,074							454,138				

All Other Attributed ETGs with High Variance Scores (e-score > 1.10)																					
ETG Code	ETG Short Description	Epi Vol	A/EA	MedMgtA	SurgA	FacA	OptA	RxA	InpA	TotA	MedMgtEA	SurgEA	FacEA	OptEA	RxEA	InpEA	TotEA				
1 384_	Acu bronch, wo comorb, age 5+	1	2.87	698	-	3,000	80	104	-	3,882	214	1	109	945	80	0	1,350				
2 160_	CVA, non-hemorrhagic, wo sur	1	2.09	970	-	7,500	1,560	-	-	10,030	525	95	1,877	2,081	200	28	4,808				



The Litigation

- Asks courts to “correct the wrongs” of the CPI
- Defendants: GIC, Tufts, Unicare
- Allegations
 - Physicians falsely ranked and defamed
 - Patients misled and financially penalized
- Petition: Stop tiering, or require that it been done right, e.g.:
 - Transparency and 60 days prior notice
 - Feedback and correction process
 - Meaningful physician input
 - Accuracy, validity and reliability
- April 1: Judge allows case to proceed. Discovery period continues.