



Nicholas E. Davies Award of Excellence

Additional information: www.himss.org/davies

June 25, 2010

Pay-For-Performance Participation: Leveraging Health IT to Achieve Better Patient Care & Financial Rewards

A PQRI Case Study: Cardiology Consultants of Philadelphia, 2008 Davies Ambulatory Award, Philadelphia, PA

Cardiology Consultants of Philadelphia (CCP), P.C.

CCP has 21 office locations, extending over four counties in southeastern Pennsylvania, and is the second largest cardiology practice in the country. The practice has benefited from implementing an EHR system, including improving patient care, reducing filing and transcription costs, reducing malpractice exposure and costs and analyzing individual and group practice patterns, leading to an improved bottom line. CCP was recognized by HIMSS for these achievements with the 2008 Davies Ambulatory Award of Excellence. Visit http://www.himss.org/davies/docs/Ambulatory/CardiologyConsult_application.pdf to read their award winning manuscript.

PQRI

The Physician Quality Reporting Initiative (PQRI) is a voluntary reporting program in which eligible professionals (and as of 2010, group practices) report data on quality measures to CMS. For 2010 and prior years, an eligible professional who satisfactorily reports data on quality measures may qualify to earn a PQRI incentive payment based on a percentage of the eligible professional's total estimated allowed Medicare Part B charges for covered professional services furnished during a specified reporting period. Visit the Centers for Medicare & Medicaid Services (CMS) PQRI website at <http://www.cms.gov/PQRI>.

Pay-For-Performance (P4P) - Questions to Consider

(Fisher ES: Paying for Performance – Risks and Recommendations, *NEJM*. 355:1845-1847; 2006.)

- What is the underlying goal?
 - Quality vs. efficiency (cost of care)
 - Are P4P programs able to improve the quality of care

- Are the measures adequate?
 - How to assign to individual physicians
- Is implementation feasible?
 - Very costly without EHR
- Will rewards be sufficient?
 - Too small to bother vs. penalizing the lesser performing
- Could there be unintended consequences?
 - “Cherry pick” patients
 - Undermine altruism

What Does It Take to Participate in P4P?

- Electronic health records
- Structured data
- Mandatory data collection for key metrics
- Ability to sort and analyze collected data
- Willingness of payers to negotiate
- Recognize that data has value

CCP’s “Steps for Success”

CCP’s EHR collects standards-based information at the point of care, such as anti-platelet therapy in coronary artery disease, beta blocker prescription after a heart attack, and ACE inhibitor use for congestive heart failure.

CCP has had to change the measures it reports on each year, as CMS has changed the way certain measures can be reported, and as the measures themselves have changed.

The information is aggregated by the physicians and by office staff for internal quality improvement (QI) reporting. This information is then used to drive PQRI reporting using a charge-based reporting mechanism.

Financial Reward

CCP has been able to collect incentive monies each year during its participation in PQRI. CCP received more than \$300,000 for participation in PQRI in 2008 (received in 2009).

Win-Win!

CCP has used its EHR to collect PQRI incentives without its providers performing extra work, and simultaneously leveraged its EHR to improve patient care.

About HIMSS Davies Award of Excellence

The HIMSS Nicholas E. Davies Award of Excellence recognizes excellence in the implementation and use of health information technology, specifically electronic health records (EHRs), for healthcare organizations, private practices, public health systems, and community health organizations. Created by CPRI-HOST in 1994, the first three recipients of the Davies Organizational Award were recognized in 1995. In 2002, CPRI-HOST merged with HIMSS, and now, HIMSS manages the award program. The Award honors Dr. Nicholas E. Davies, an Atlanta-based practicing physician, president-elect of the American College of Physicians, and a member of the Institute of Medicine Committee on Improving the Patient Record, who died in 1991 in a plane crash. Visit www.himss.org/davies for more information, including educational resources.