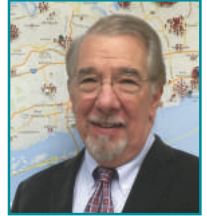


June 2016

A non-exclusive, not-for-profit, physician led IPA focused on helping independent and community hospital-based physicians stay on the "frontline of healthcare."

PRESIDENT'S MESSAGE...

The Independent Physician: Alive, Well, and Thriving



It's easy to get buried in the avalanche of doom and gloom forecasting the fate of the independent doc. Journals are full of articles describing the inevitable demise of the independent physician. To the contrary, our organization continues to grow and flourish.

Our clinical team is honing its skills as IPANS is on the brink of true clinical integration. We have secured our data aggregation platform and are positioning all sources of information including imaging, laboratory, telemedicine, urgent care, etc into a central integrated INDEPENDENT PATIENT INFORMATION portal- (IPHI), all controlled by IPANS.

Our vision is not just having enhanced contractual relationships but to be a physician led association whose provider members are the decision makers of what is "best" for their patients. Physicians do not enter medicine to make health policy.

Our association will shape the policy, ensure its members are compensated fairly, provide the best outcomes at best value, advocate through organized medicine, and do all we can to keep the playing field level by not allowing the large deep-pocketed systems to control healthcare.

Our IPA continues to grow in scope and membership. Our "Transitions" team is ready to assist any physician employed or otherwise who wants to be independent. As we explore new partnerships it is quite clear that our ideals and principles are shared by many.

Our MSO Practice Management of America will furnish revenue cycling, credentialing, contractual agreements and other services to those physicians who choose them.

YES, the Independent is alive, well, and expected to prosper.


John L. Franco, MD
President

Message from the Executive Director, Michael A. Guarino

THE TIME TO ACT IS NOW!



The future of this IPA is dependent upon data and the ability to manage this data to effect best outcomes as we become a value-based, outcome driven healthcare system. The only way to achieve this is by individual accountability and that will require you to obtain an Electronic Medical Record, ("EMR") that is interoperable with other INDEPENDENT Physicians networks.

We at the IPA have made a substantial investment in our Integrated Population Health Information Platform (iPHI), and now we need your help to be able to seamlessly connect into the future of healthcare.

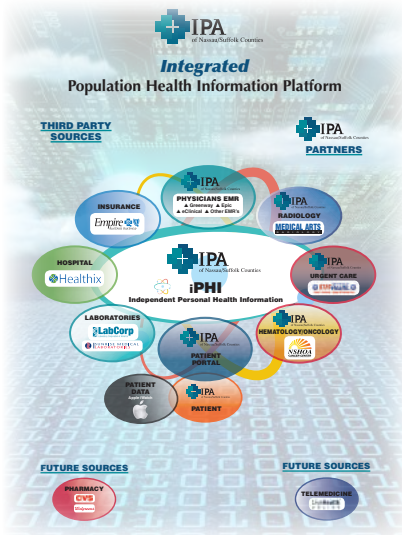
We are prepared to support your transition from a paper-based healthcare delivery model to a fully clinical integrated electronic healthcare system that will not only lead the charge in Long Island but throughout the country.

To discuss implementation of an EMR please contact the IPA's IT consultant: Henry Wyazomierski at: 917-747-6698 or via email at: henryw@ipacs.us

IPA News...

Integrated Population Health “iPHI”

The Independent Physician Association of Nassau / Suffolk Counties, “IPANS” is extremely excited to announce the launch of iPHI which is a proprietary technical platform that will support IPANS’ own Integrated Population Health Information Platform. iPHI will be supported by Mirth Solutions whom will be involved in the implementation process with our members to ensure a smooth transition. The end result will be a robust health information platform that will allow instant visibility to the data needed to manage the care for our patients.



IPANS exploring an Accountable Care Organization, (“ACO”) Model

The Board of Directors voted in early May to move forward with submitting a letter of intent for exploration of the Next Generation ACO Model. Some of the objectives with an ACO model is to promote changes in the delivery of care from fragmented to coordinated care systems as part of a broader effort to improve care integration, such as initiatives on advance primary care and bundled payments, because population health is one patient at a time. More to come as we continue to explore this model for our members.

Semi-Annual IPANS Office Manager Meeting

The Semi-Annual IPANS Office Manager Meeting was held April 13th at the Watermill in Smithtown, New York with almost 200 in attendance. The meeting featured many speakers, but most notably was Robert Goff, executive director for University Physicians Network, LLC (UPN) and author of *The Patient, The Doctor and The Bill Collector: An Obamacare and Medical Debt Collections Survival Guide*.



John L. Franco, MD, Robert Goff and Michael A. Guarino



The primary focus of the meeting centered on; how to properly bill, strategies on how to work outstanding claims and ways to lower A/R and increase cash flow. The feedback was extremely positive and the IPANS team is already underway in

the planning stages of our next meeting in September.

Five Wishes - America’s Most Popular Living Will

The IPA of Nassau/Suffolk counties, “IPANS” is proud to announce the preliminary success of the Five Wishes program throughout the physician member offices. The Five Wishes addresses the issues that people say matter most to them: Care Preferences, Comfort, Dignity, Spirituality, and Personal Relationships. Ten thousand copies of the Five Wishes living will have already been distributed throughout IPA member offices and another ten thousand are currently in print.

Please call 631-698-1900 if you need additional copies.



In The News...

Endless Possibilities

The board of directors has approved for Michael Guarino, Executive Director of IPANS to discuss a relationship with another large IPA. If an agreement comes to fruition this would position IPANS as the largest 100% physician driven IPA in the marketplace. This also will help iPHI become a successful platform with many more users.

Payor News...

BCBS Senior Executives Visit IPANS

Senior Executives from Anthem the parent company of Blue Cross Blue Shield met with Michael Guarino, Executive Director and the team this past month to discuss doing a "National Pilot" together. The pilot would encourage IPANS to continue doing what we are doing and become a "disruptive healthcare system", further it would explore taking some "financial risk" and would include potential bonuses for our members. The pilot is very exclusive and IPANS is only 1 of 5 that have been singled out in the country. Michael Guarino stated, "I look forward to continued discussions and developing a program by partnering with Anthem to support our Independent Physicians here on the Island as well as becoming a leader nationwide."



Enhanced Aetna Contract

IPANS was successful in obtaining an enhanced contract for its members. The IPA team has been diligently reaching out to each IPA member in an effort to onboard them to the new AETNA contract, however, there are a number of members that have not on-boarded onto the enhanced contract plan. Please be sure you reach out to an IPA team member today to ensure that you are maximizing your reimbursement with the new contract that is available to you. Please contact Frank DiMotta at: 631-698-1900



United Healthcare Contract Discussion

IPANS reopened discussions with United Healthcare this past April to review and secure a competitive contract for our IPA members. UHC has finalized their due diligence process for all of the IPA members and is proposing a value based contracting (VBC) model, however, in the interim we are working through the details of an increase to its members until the value-based model can be implemented. IPANS continues to work diligently with our top payors to support our members.



Oscar Agreement

IPANS has been in discussions with Oscar Insurance Corp. and its affiliates and is pleased to share that we have formulated an agreement. This agreement will be circulated to our members for review and discussion regarding next steps.



Emblem

Emblem Health, ("hipusa") has recently changed their strategy and removed independent providers from their network. Please notify us by email should you as an IPANS member feel that we should entertain a value-based model agreement with them. Email: ipasuffolkcounty@gmail.com



IPANS is a Proud supporter of the Suffolk County Medical Society

Thank you IPA Member Dr. William Spencer for your exemplary service as president and congratulations to IPA Board Member Dr. Christine Doucet as incoming President of the Suffolk County Medical Society.



IPA Physicians Uniting to Remain Independent

The Independent Physician Association of Nassau / Suffolk Counties, "IPANS" is a not-for profit organization with membership of over 800 physicians that is dedicated to the preservation and enhancement of the private independent practice of medicine. Through its clinical integrated platform IPANS has been able to improve outcomes at greater value. Through its collaborative efforts with insurance companies IPANS has improved the economic viability of its provider members.

Membership Benefits: Enhanced Payor Contracts • Group Purchasing Organization
Physician Advocacy • Value Based contracts with Shared Savings

State and National News...

Overview: New York MSSP Financial Results for Year 2

In 2014, New York State's MSSP ACOs generated \$1.7 million in savings against their total spending/expenditures benchmark of almost \$3 billion, a rather modest aggregate savings rate of 0.05 percent. As shown in Table 2, that overall total is composed of three different groups of MSSP ACOs, which does not account for the cost associated to implement an ACO. The cost has been seen to range from 1 million to upwards of 4 million and the return on savings in our opinion did not offset or benefit its members.

- Four ACOs generated over \$35 million in savings to Medicare, for which they received roughly half, a total of \$15.7 million in shared savings.
- Five generated nearly \$13 million in savings for Medicare, but not enough to exceed their MSR, so they were not eligible to receive shared savings.
- Twelve ACOs' expenses were above their benchmark, generating "losses" to Medicare (but not to the ACOs, per the shared savings arrangement) of over \$46 million beyond their benchmarks.

Table 2. New York ACOs' Financial Performance in Year 2

ACO	Total Assigned Beneficiaries	Benchmark Expenditures	Actual Expenditures	Generated Savings	Savings as % of Benchmark
ProHEALTH	28,825	\$275,715,167	\$258,561,947	\$17,153,220	6.2%
WESTMED	12,273	\$108,348,393	\$101,126,474	\$7,221,919	6.7%
HHC	13,294	\$177,275,057	\$110,153,040	\$7,122,016	6.1%
Chautauqua	6,816	\$61,704,178	\$57,734,542	\$3,969,635	6.4%
Healthcare Provider ACO	27,791	\$141,704,079	\$404,975,183	\$9,728,896	2.4%
CCACO	11,219	\$106,387,253	\$104,891,827	\$1,495,426	1.4%
Mount Sinai Care	33,825	\$383,882,561	\$382,994,067	\$888,494	0.2%
Primary PartnerCare Associates IPA	6,347	\$79,296,747	\$78,919,174	\$377,572	0.5%
FamilyHealth ACO	3,618	\$32,299,760	\$31,949,885	\$349,875	1.1%
Crystal Run Healthcare ACO	12,201	\$138,881,297	\$142,233,699	(\$3,352,402)	-2.4%
Beacon Health Partners	15,474	\$150,687,172	\$154,784,874	(\$4,097,701)	-2.7%
And 11 other ACOs	-	-	-	-	-
New York State Total	301,959	\$3,068,908,693	\$3,067,242,284	\$1,666,406	0.05%

Source: Performance of New York's Accountable Care Organizations in Year 2 of the Medicare Shared Savings Program, Author/Editor: Greg Burke and Suzanne Brundage

IPANS is a Proud supporter of the Suffolk County National Bank

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Pulmonology

Welcome Aboard to our Newest Independent Physician Members

First Med Immediate Medical Services of Queens

Emergency Medicine, Flushing
Barry Brumberg, MD
Rodger Hamer, MD
Richard Morrow, MD
Surinder Sandhu, MD
Cathy Schwartz, MD
Vikas Vishnoi, MD

Middle Country Endocrinology

Endocrinology, Smithtown
Deepa Aravind MD
Jessica Kramer, MD
Sherry Sussman, MD

Island Gastroenterology Consultants, PC

Gastroenterology, West Islip
Shahzad Iqbal, MD
Zachary Marwil, MD

L.I. Spine Surgery

Orthopaedics, Commack
Christopher Frendo, DO

L.I. Spine Surgery

Physical Medicine, Commack
Faguna Patel, DO

Stony Brook

Gynecology & Obstetrics, P.C.

OB/GYN, Setauket
Susan Fish, NP
Mark Funt, MD
Megan Lochner, MD
Alisa Mignone, NP
Debra Morgan, NP
Robert O'Keefe, MD
Jeffrey Porte, MD
Lindsay Tito, NP
Melanie Van Sise, MD
Julie Welischar, MD

VXL Medical Care

Internal Medicine, Northport
Yahya Ahmed, MD
Ferid Osmanovic, MD

VXL Medical Care

Family Medicine, Woodside
Min Young Kim, NP

Suffolk Orthopaedics Associates, PC

Orthopaedics, Bay Shore
Michael Lastithenos, MD
Richard Tabershaw, MD

Syed Afzal, MD

Family Medicine, Commack

Seyed Ahmadzadeh, MD

Otolaryngology, Plainview

Alexios Apazidis, MD

Orthopaedics, Lake Grove

Gulle Awan, DO

Pain Management, Smithtown

Richard Boccio, MD

Orthopaedics, Smithtown

Bobby Chandok, MD

Internal Medicine, Huntington Station

Gary DiCanio, DO

Family Medicine, Lake Grove

John DiMartino, MD

Internal Medicine, Massapequa

Merlan Ellis, DPM

Podiatry, North Bellmore

Joseph J. Franco, DO

Cardiology, East Patchogue

Vijay Gopal MD

Internal Medicine, Long Beach

Warwick Green, MD

Orthopaedics, East Northport

In-Ho Han, MD

Internal Medicine, Brentwood

Adeel Iqbal, DO

Internal Medicine, Patchogue

Craig Lazar, MD

Anesthesiologist, New York City

Vincent Luddy, MD

Internal Medicine, Brentwood

Arnold Leiboff, MD

Surgery - Colon & Rectal, East Setauket

Ting-Kin Leung, DO

General Surgery, East Setauket

Rama Manchikalapudi, MD

Cardiology, Huntington

Harvey Miller, MD

Allergy / Immunology, Islip

Mital Patel, DPM

Podiatry, Massapequa

Debra Pincus, MD

Internal Medicine, Kings Park

Boris Rosenfeld, DO

Family Medicine, East Patchogue

Gustavo San Roman, MD

OB/GYN, Port Jefferson Station

Bernard Silverman, MD

Allergy / Immunology Brooklyn