New West Physicians

Professional Risk Model
Who is New West?

- Primary Care Group Practice – 200K Patients, 27K MA Risk Lives, 75K Commercial ACO’s
- 130 Providers in 19 locations in Denver
  - Internal Medicine, Family Practice, Medical Specialists (Cardio, Neuro, Endo, GI and Psych)
- Founded in 1994
- Signed Risk Contract with Pacificare in 1995
- Specialist IPA
- PCP IPA
Professional Risk Model
1995 to Present

Professional Fund

% of Premium
All physician services - PCP & Specialists

Contract Executed 1995

Gain Share Fund

All else
Hospital, OOA, PT, OT, Rx, etc.

85/15 of surplus
(never deficit)
Tool Chest - Strengths

- Diabetic Education Center
- Behavioral Health Clinic
- Transitions of Care
- Fall Prevention
- Medical Home Innovations
- Specialty Service Center
- Complex Case Management
- Palliative Care
- Social Work
- Hospitalist Team
- Physician Governance
- Physician Compensation Plan
- Managed Care Incentive Plan
- Transparency
- Allscripts EHR – 2009
- Physician Portal
- Patient Portal
Tools Planned / Weaknesses

- Telemedicine
- Physician owned OP Surgery Centers
- PCP IPA – move to Risk 2020
- Conversion to Full Risk 4/1/19 for group practice
- Need to be bigger - Group Practice and IPA