



Medical Advantage
GroupSM



At-A-Glance

Medical Advantage Group is a nationally recognized population health management company with more than 20 years of unrivaled experience in value-based health care. Dedicated to simplifying the delivery of efficient, high-quality health care, we work directly in physician practices on behalf of our health plan and delivery system partners to create empowered networks, align care delivery models and incentives, improve quality of care, and manage the cost of care.

We're known for empowering physicians to perform under value-based arrangements by enhancing existing capabilities with proven engagement services. Our services are aligned to the industry imperative for improving population health, enhancing patient experience, improving physician work life, and reducing health care costs.

Medical Advantage Group's holistic population health management solution generates a proven path to ROI for clients – over \$90 million in incentives earned since 2013 through Medical Advantage Group's PracticeCatalyst™ model.

Achieving success in value-based care requires partnership and incremental continuous quality improvement. Medical Advantage Group delivers a client engagement journey that is personal, accountable, scalable, replicable, and results-driven. We work side-by-side with you to execute the last mile in your population health management strategy.



Medical Advantage Group is owned by The Doctors Company, the nation's largest physician owned medical practice insurer with more than 80,000 members. Founded and led by physicians, Medical Advantage Group maximizes health plan, delivery system, and physician success in value-based care contracting. Our rich history of supporting physicians transition to value-based care uniquely positions us to serve as a bridge between health plans, delivery systems, and physicians.

Services

Quality Improvement & Value-Based Care Contract Performance

We catalyze quality outcomes at the point-of-care through our Practice Catalyst™ model. Practice Catalyst™ embeds experts in the practice to work side-by-side with clinicians and care teams to create positive change in how care is delivered, and ultimately, increasing the affordability and efficiency of health care. PracticeCatalyst™ offers ongoing data collection and practice monitoring, a dedicated quality improvement expert, actionable analytic insights (incorporating claims and clinical data), data cleaning and integration, and ICD-10 and HCC training and education.

Value-Based Contract Management & Implementation

We manage and implement a wide range of value-based contracts including Accountable Care Organizations, risk contracts, federal and state grant programs, and quality incentive programs. We manage provider participation in value-based contracts and implement all aspects of the contract including program management, establishing infrastructure support, data and analytics, reporting, IT, billing and coding training, and practice transformation.

Medical Advantage Group

The essential partner to accelerate success in value-based care.



EHR Implementation & Optimization

We implement and optimize practice technology to align with payer value-based contract requirements and quality initiatives, increase value-based reimbursement, and decrease physician burnout. We help practices get the most from their EHR investment. Services may include developing custom templates and alerts, workflow redesign, accessing valuable features in the system, and more. Our services are based in the U.S. and include a team of experts experienced in value-based contracting, payer quality program requirements, documentation, and more.

MACRA Consulting

We advise physicians on how to get started in their value-based care journey by managing cost and quality for increased Medicare reimbursement. Experienced MACRA experts assess your practice, help select quality measures, interpret reports, access industry leading tools and resources, and provide actionable and personalized tactics and strategies to increase performance and reimbursement. Our MACRA consulting also includes access to MIPScast™, a web-based forecasting tool that helps you gauge performance in various MACRA categories.

At-a-Glance

Date Established: 1996

Ownership:

The Doctors Company (www.thedoctors.com)

Clients:

Health plans, delivery systems, physician groups, medical practices

Markets:

California, Florida, Georgia, Illinois, Indiana, Kentucky, Michigan, Minnesota, New Jersey, New York, Ohio, Pennsylvania, South Carolina, Texas, Washington, and Wisconsin

Employees: 150 and growing

Headquarters: East Lansing, Michigan

Highlights

- Client engagements consistently generate an ROI each contract year; more than \$90 million in value-based reimbursement incentives earned since 2013.
- Drove more than one million patient gaps in care closures since 2014; 400,000 gaps closed in 2017 alone.
- Achieved a 51 percent change in quality performance (gaps in care closed) for 900 providers (2014-2017).
- Managed over 800 providers' participation in 34 health plan risk contracts generating five million in net surpluses.
- Achieved eight consecutive years of gain sharing in a total cost of care financially at-risk program with both providers and health plan sharing in the savings.
- Launched a statewide pay-for-performance program for a large health plan.
- Key partner in Michigan's health care system redesign and transition to value-based health care.
- Helped build one of the largest Patient-Centered Medical Home (PCMH) networks in the U.S.
- Enabled a major regional delivery system to activate, integrate and see actual utilization and value from its technology system for a 900-member physician group.
- Helped a large regional delivery system become more clinically integrated by implementing and optimizing an enterprise-wide ambulatory EHR to support 80 providers.
- Developed and operated a multi-payer cloud-based quality score card system for a major Midwest delivery system.
- Provided end-to-end population health management solution for an ACO resulting in shared savings of \$18 million over two years.
- Launched the Centers for Medicare and Medicaid Services largest national practice transformation initiative in two states supporting over 1,300 physicians.
- Helped over 5,600 small and rural physicians improve Medicare quality and cost performance under MACRA.