



Dear Health First Network PCP Colleague,

In the ongoing evaluation of the relationships we have with our Medicare Advantage Plan Partners, it has become clear that many of our PCP offices are leaving significant amounts of available "money on the table" by not completing annual Comprehensive health evaluations on their Medicare Advantage members. These comprehensive evaluations, such as the "360" exam or "Health Management Report" aka "HMR" for HealthSpring members, and the equivalent exam for WellCare members, are designed to improve the care of the patients in documenting all of the patient's disease states, and the plan of care for each as well as assuring the availability of adequate funding to provide that care through complete RAPS/HCC coding for all of their conditions.

During the months of May and June 2013, HealthSpring is offering a \$200.00 per member incentive to complete the 360 Assessment Form on each member, and an additional \$50.00 for the HMR. In addition to the incentive, the PCP may bill for a higher level office visit because of the complex nature of the visit. Beginning July 1st, that payment will be reduced to \$100.00.

For the provision of quality care, improvement in RAPS coding scores and the potential for enhanced PCP reimbursement, Health First Network is encouraging you to contact your WellCare and HealthSpring patients as soon as possible and have them come in for an annual exam before September 1st. For HealthSpring patients, if you need assistance with 360 form completion or pre-population of allowed areas, please contact the HFN Provider Relations Department to arrange for this assistance. These comprehensive exams can be accomplished within the Medicare Annual Wellness exam, but the complexity and the focus on disease processes would justify a separate visit.

If you wish for Health First Network to perform these Comprehensive health evaluations for you, please contact the HFN Provider Relations Dept. We can assist in this arrangement. After Sept 1st, Health First Network will take the initiative to arrange for the completion of as many of these exams as possible before the end of the calendar year. If HFNI completes the exams, the additional reimbursement will be attributed to HFNI.

Please feel free to contact me with any questions or concerns. Thank you.

Sincerely,

A handwritten signature in black ink, appearing to read "William J. Whibbs".

William J. Whibbs, MD, Medical Director

Health First Network