



Driven by financial pressures from employers, payors and consumers alike, the shift from volume to value is significantly changing how health care is both paid for and delivered.

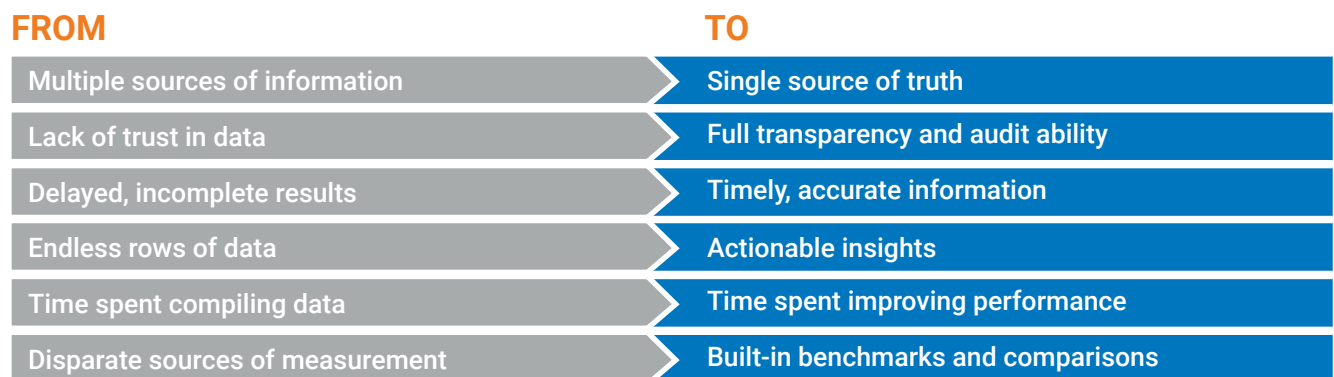
**With the added complexities of emerging value-based reimbursement models, developing and administering new performance-based compensation programs that align with the evolving environment can be cumbersome.**

As organizations integrate more value-based care measures into their physician and advanced practice provider (APP) compensation programs, a transparent view into how providers are performing and being paid is critical and requires access to timely, accurate and actionable data. Additionally, it is essential that physician leaders can quickly and clearly evaluate performance data so they can provide guidance on how to improve. Developed in cooperation with Mayo Clinic Health System, SullivanCotter's Provider Performance Management Technology™ (PPMT™) is an industry-first, cloud-based solution that enables provider engagement through transparent performance-based compensation administration, reporting and analytical capabilities.

Designed to address a spectrum of physician, leadership and other key stakeholder needs, PPMT™ combines years of health care compensation insight and expertise with an intuitive, automated technology platform to help drive provider performance and support the transition from volume- to value-based care.

### Enhancing performance through alignment, transparency and insight.

PPMT supports your organization's transition from volume to value by going:





## Providing value to key stakeholders

Centralized and actionable data tailored to the unique needs of each stakeholder



### Leadership

- Reliable information to assess progress against organizational goals
- Insights into drivers of performance at the organization, group and physician level
- Ability and capacity to focus on performance improvement efforts and coaching



### Administration

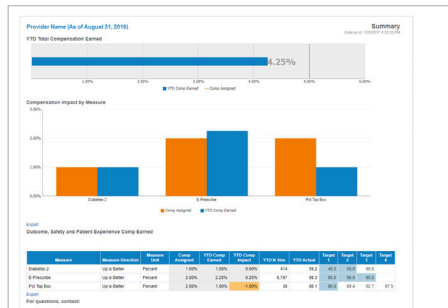
- Accuracy and speed of administration efforts
- Alignment with internal partners such as Finance, HR, Physician Services, Quality and more
- Capacity and tools for deeper analysis
- Identification and reconciliation of escalated issues



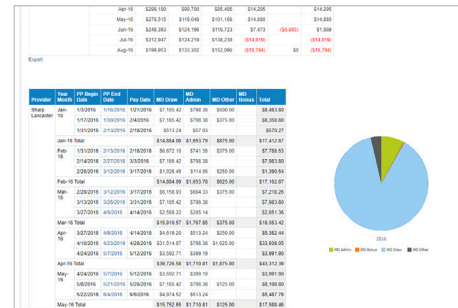
### Physicians

- Single source of performance progress
- Actionable opportunity for improvement
- Utilization and settlement reporting
- Access to peer/group performance and patient-level data

## Offering Three Modules to Address Unique Needs



Billing Code	Service Group	Current YTD Volume	Prior YTD Volume	Volume Incr (Decr)	Current YTD wRVUs	Prior YTD wRVUs	YTD wRVU Incr(Decr)	Current Year Annualized wRVUs*	Prior Year Actual wRVUs	YTD wRVU Incr(Decr)
99222 Initial hospital care	Hospital	160	222	-62	617.60	856.92	-239.32	626.40	1,263.10	-366.70
99232 Subsequent hospital care	Hospital	839	923	-84	1,169.21	1,282.97	-113.76	1,149.32	2,053.03	-303.71
99291 Critical care first hour	Hospital	21	53	-32	94.50	238.50	-144.00	141.75	297.00	-155.25
99295 Office/outpatient visit 45 min	Office Established	36	94	-58	75.96	198.34	-122.38	113.94	263.75	-149.81
99298 Office/outpatient visit 15 min	Preventative	12	82	-70	22.80	155.80	-133.00	66.40	214.70	-148.30
99299 Hospital 512-519 day	Hospital	202	250	-48	383.80	475.00	-91.20	375.70	699.20	-123.50
99294 Office/outpatient visit 30 min	Office New	65	82	-17	157.95	199.26	-41.31	236.93	340.20	-103.27
99308 Nursing fac care add-on	SNF	12	88	-76	13.92	102.08	-88.16	33.41	124.12	-90.71
99292 Critical care add-on 30 min	Hospital	18	44	-26	40.50	90.00	-49.50	60.75	126.00	-65.25
99295 Office/outpatient visit 15-30 min	Preventative	1	15	-14	1.75	26.25	-24.50	10.50	38.50	-28.00
30102 Special services/procedure	Other	0	4	-4	0.00	0.00	-0.00	0.00	19.50	-19.50



### Provider Performance Management (PPM)

- Assess physician performance and compensation against defined targets and metrics
- Provide access to leaders, administrators and physicians with tailored views and access
- Measure and improve physician performance through actionable insights
- Ensure data reliability via extensive, built-in audit tools

### Revenue and Productivity Analytics (RPA)

- Review comprehensive and disparate billing information in a central repository
- Analyze impact via RVU scale conversion capabilities
- Facilitate RVU sharing arrangements
- Automate modifier adjustments
- Integrate non-billable RVU credit information for holistic view of physician performance
- Compare performance to market-leading benchmarks

### Compensation Management Analytics (CMA)

- Integrate compensation earned from all sources for included physicians
- Highlight dollars paid and balances due
- Facilitate settlement reporting and review process
- Trend data to project year-end results and model improvement scenarios
- Generate accruals for Finance

Questions? Contact us!

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