

Innovatus Health Specific Frequently Asked Questions

Q: What will physicians need to do in order to participate in Innovatus Health?

A: Physicians will be asked to do the following:

- First, because membership is completely voluntary, physicians will need to indicate their participation by signing a participation agreement.
- Second, physicians will be accountable for compliance with the initiatives of Innovatus Health including the standards of quality patient care set by the Physician Advisory Committee (PAC).

Q: Are there eligibility criteria that a physician will be required to meet in order to participate?

A: Yes. Innovatus Health has developed the following eligibility criteria for physician participants:

- Be board certified, unless waived based on demonstrated clinical quality excellence as determined by the network development committee
- Have high-speed internet access in any outpatient office and regularly accesses electronic communications from Innovatus Health
- Bill payers electronically for both inpatient and outpatient activities
- Agree to participate in, and to have office staff participate in, education necessary to participate in Innovatus Health's clinical integration program and to comply with regulatory requirements
- Agree to follow clinical guidelines approved by the Board and to be monitored on measures approved for such guidelines

Q: Will the participation agreement be with an individual physician or the practice?

A: The agreement is with the practice. The practice will internally determine the best way for its members to participate in Innovatus Health contracts, fulfill associated committee and leadership opportunities, and distribute any performance bonuses.

Q: Will an electronic medical record (EMR) be required to participate in the clinical integration network?

A: No. Innovatus Health will begin its efforts to measure, analyze, and evaluate physician performance through claims data, existing hospital data, disease registries, and chart audits. In any case, it is NOT expected that all physicians in Innovatus Health will have the same EMR.

Q: Do member physicians have to participate in all contracts for which Innovatus Health has contracted?

A: While it is our preference, it's not required. However, successful networks have found that their ability to drive quality and efficiency improvements is greatly improved if members participate in all contracts

Physicians and other providers will have the options to participate under three levels:

1. Partner
2. Affiliate
3. Member

Q: What do you mean by three levels of participation and how are they different?

A: Again, we strongly encourage participating physicians and providers to participate in all agreements offered through the network. The definition of the three levels of participation is:

1. Partner: A physician or provider that participates in all or most of the agreements offered by the network
2. Affiliate: A physician or provider that participates in more than one, but less than all agreements offered in the network.
3. Member: A physician or provider that participates in only one agreement offered by the network.

Please see participation chart description below:

Number	Type	Name	Partner	Affiliate	Member
1	Direct to Employer and Lee Employee Health Plan	Innovatus Health	AND ↓	AND ↓	AND ↓
2	Commercial Shared Savings	Innovatus Health			
3	Medicare Shared Savings	Innovatus Health			
1	Medicaid PSN	Vivida	2 of 3**	1 of 3	Not Required
2	NextGen Medicare ACO	Best Care Collaborative			
3	Medicare MA	Clarion			

* Pediatrics 2 of 3

** Pediatrics 1 of 3

Q: Are there advantages to participate at the partner level compared to the Affiliate level or the Member level?

A: Yes. As a Partner in Innovatus Health Network, you will have access to a far greater number of services offered through the network; eligible to serve on the Operating Board and associated committees in leadership roles; and qualify for a larger distribution of shared savings.

An affiliate will have fewer access to services offered through Innovatus Health, eligible to serve on the Operating Board and committees as members; and a lower shared savings distribution

A member is the entry level into Innovatus Health and will be eligible to participate in shared savings at a lowest distribution level in the network.

See Leadership Table Below:

LEADERSHIP TYPE	PARTNER	AFFILIATE	MEMBER
Board Membership	Yes	Yes	
Board Chairmanship	Yes		
Board Vice-Chairmanship	Yes		
Committee Membership	Yes	Yes	
Committee Chairmanship	Yes		
Committee Vice-Chairmanship	Yes		

Q: Will physicians be involved in the development and leadership of the clinically integrated network?

A: Yes. Innovatus Health Network has been developed by a steering group of your peers and will be governed by an operating board and committees led by physicians.

Q: Will Innovatus allow advanced providers and other non-physician providers to participate in the network?

A: Yes. Innovatus Health will allow both physicians and advanced providers to participate

Q: Is there a cost to participate in Innovatus Health?

A: Yes. Innovatus Health has a participation due structure based on the levels of participation; Partner, Affiliate and Member; and for a Physician versus an advanced provider.

Q: Who do I make the check payable to?

A: Checks should be made payable to Best Care Partners, Inc., 6630 Orion Drive, Suite 201, Fort Myers, FL 33912.

Q: How Will Innovatus Health generate cost savings?

A: First, adherence to CIN-approved clinical protocols and sharing of patient data eliminates unnecessary and duplicative care. A greater emphasis on preventive services saves money by avoiding more expensive care down the line.

Second, a physician participating in Innovatus Health will have access to the network's care coordination services for your patients. This includes transitional care management as well as patient care management and navigator programs.

A transitional care management program focuses on patients discharged from institutional care (hospital, skilled nursing facility) to ensure they successfully transition back into their home setting. These programs have proven successful in reducing hospital readmissions and costly emergency room visits.

A patient care management and navigator program focuses on a small number of high-risk, high cost patients. By aggressively supporting these patients through care coordination and treatment regime adherence, patient navigators often can reduce these costs.

Q: How will Innovatus Health distribute shared savings generated by the network to participating providers:

A: Shared savings distribution will be allocated based on primary care versus specialty providers; levels of participation: Partner; Affiliate or Member respectively; and for physician versus advanced providers.

Q: Will clinical integration require me to negotiate all my contracts through Innovatus Health Network?

A: No. While Innovatus Health will seek to create opportunities that may not be available through your individual or practice contracts, it will not replace all payer contracting. Innovatus Health will likely seek to create a few select shared savings opportunities with a limited number of payers, and these will not replace your current contracting arrangements. Innovatus Health will seek to add new payor relationships to your practice.

Q: Will Innovatus Health require me to place my fees at risk in some sort of withhold or capitation model?

A: No. It does not require the use of withholds or capitation, although clinical integration utilizes many of the same quality improvement and medical management techniques that would allow for effective management of capitation. It is expected that the platform will essentially be a fee-for-service model, with Innovatus Health taking the risk of implementing the infrastructure necessary to run the operations.

Q: Does clinical integration with Innovatus Health guarantee better contracts for doctors?

A: No. Innovatus Health clinical integration allows a network of otherwise independent physicians to approach payers together as a group to contract for new approaches of care delivery such as shared savings programs. The success of a clinically integrated network in obtaining such arrangements with payers will depend on the payer's willingness to contract for improved quality through financial incentives, and the physicians' ability to achieve improved quality and efficiency as consistent with the goals of the network.

Q: Why should Innovatus Health and its affiliated physicians believe that clinical integration is a good business and healthcare strategy?

A: Physicians and health systems nationwide are developing clinical integration programs because they believe in the value they create for the patient, employers, the community, provider and payer. Clinical integration allows physicians and health systems to:

- Demonstrate their quality to current and future patients
- Choose the clinical measures they will be evaluated against
- Enhance revenue through better management of patients
- Gather collective support for necessary infrastructure
- Engage in group contracting

Q: Will Innovatus Health change how my practice operates?

A: Community physicians will maintain their own practice. Membership in the CIN does not imply employment by Innovatus Health and does not impact practice identity, operations or staff. Innovatus Health CIN membership does require a commitment in terms of time, accountability, and compliance with the CIN's clinical initiatives.

Q: How will Innovatus Health CIN make decisions?

A: The governance is structured through the selection of governing board members, balancing voting rights among participants, reserving certain fundamental decisions to the respective parties, delegating organizational functions through carefully drafted committee charters, and other organizational processes.