

A doctor with grey hair and a stethoscope around his neck is looking down at a document held by an elderly woman with short grey hair. They are both smiling and appear to be in a medical office setting. The background is slightly blurred, showing some medical equipment and a wall with a picture.

Planning Guide Annual Wellness Visits

Getting a head start towards achieving shared savings



A Division of Salient Management Company



Overview

Implementing an annual wellness visit (AWV) initiative is one of the most impactful drivers to improving the health of your Medicare population. While not to be confused with a typical physical exam, an AWV provides an opportunity to draw up a complete medical history for the beneficiary, identify potential health and safety risks, and develop or update a personalized preventative care plan.

Components of an Annual Wellness Visit

Health Risk Assessment (HRA):

- A self-assessment of a patient's current health conditions—including depression, mobility, cognitive
- Review HRA with patient to discuss potential risks and preventative measures

History:

- Family and social medical history
- List of current providers, specialists, and medical equipment suppliers
- List of current medications and medical equipment

Screenings:

- Cognitive issues
- Hearing ability
- Risk of falling
- Ability to perform day-to-day living activities
- Depression/mental health
- Nutrition

Preventative Care Plan:

- 5 to 10 year scheduling outlining actions for patient to do to maintain health (i.e. vaccinations, screening, exercises)
- Referrals and follow-ups to address new and existing problems

Wellness Visits Timeline

First 12 months of enrollment to Medicare Part B

Initial Preventive Physical Examination (IPPE)
G0402

- Review of medical and social health history, and preventive services education

12 months after IPPE

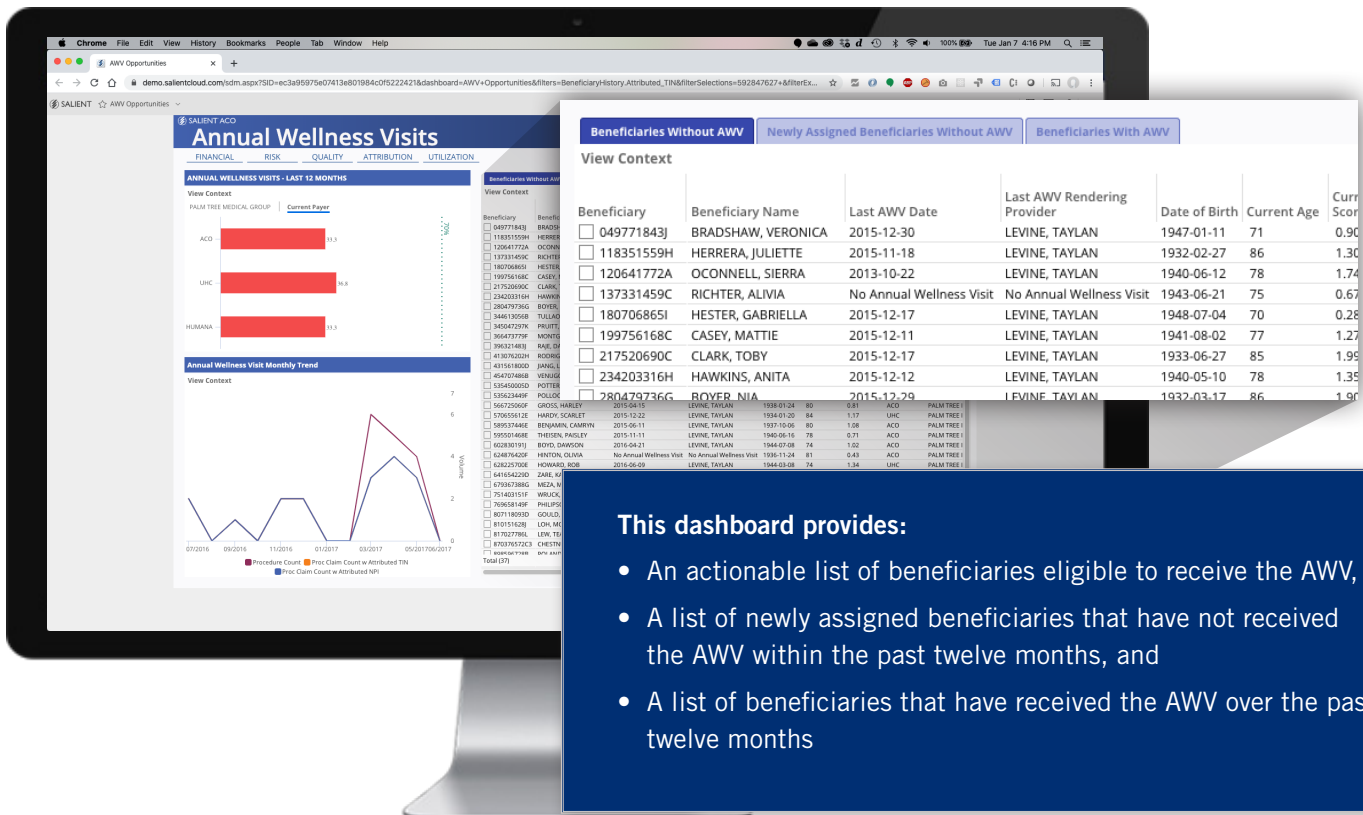
First AWW
G0438

- Development of a personalized prevention plan, and perform a HRA

12 months after previous AWW

Subsequent AWWs
G0439

- Update to personalized prevention plan, and perform a HRA





Workflow

1. Identify & Schedule Eligible Beneficiaries

- Utilize Salient's Dashboards to quickly access an active list of beneficiaries who have not had their AWW in the past 12 months
- Call to schedule and send HRA to complete

2. Before the Visit

- Call to remind the patient of the appointment and complete HRA

3. During the Visit

- Nurse/Medical Assistant reviews HRA with the patient
- Nurse/Medical Assistant flags issues for the provider; document findings in EHR template
- Provider reviews issues and develops a care plan for the patient; ensures quality measures are complete
- Enroll patient in care management, if appropriate
- Identify if beneficiary is a snow-bird; invoke protocol
- Schedule subsequent appointment

4. After the Visit

- Nurse checks in with the patient to ensure follow up is being complete
- Medical Assistant to check with the patient to ensure prescriptions are filled

5. Billing

Office bills for the AWW and any additional services rendered.

- G0402 — Initial Preventive Physical Examination
- G0438 — Initial Annual Wellness Visit
- G0439 — Subsequent Annual Wellness Visit

Who can perform an AWW?

- **Physician**
a doctor of medicine or osteopathy
- **Qualified non-physician practitioner**
a physician assistant, nurse practitioner, or certified clinical nurse specialist)
- **Medical professional**
including a health educator, registered dietitian, nutrition professional, or other licensed practitioner, or a team of medical professionals directly supervised by a physician

The Benefits of AWWs

Patients

- Preventative care maximizes wellness
 - Early disease detection and prevention
 - Prevented accidents at home
 - Keep patients out of the hospital
- Improved relationship with provider

Practice

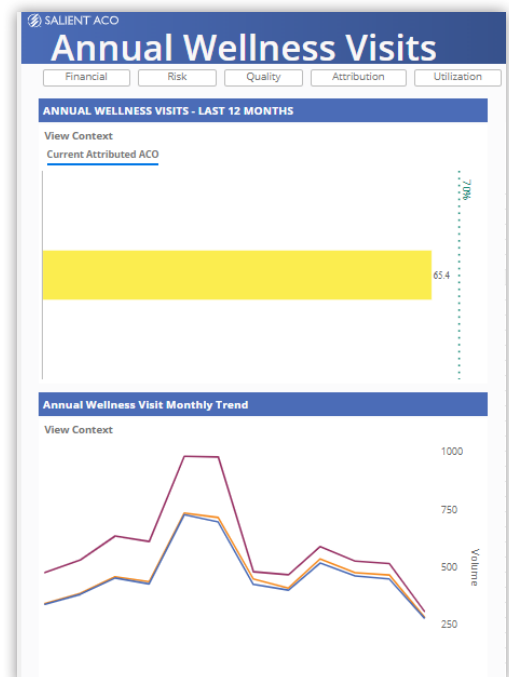
- Strengthen the provider/patient partnership
- Increase quality metrics
- Create a new and sustainable revenue stream for the practice
- Increased revenue covered by AWWs and follow-ups

ACO

- Improve quality metrics
 - 13 GPRO quality measures
- Reduce churn/increase attribution
 - Attribution is used identify the beneficiaries associated with an ACO – ACOs should aim to stay at or above 70%
- Accurately reflect patient acuity (HCC scores)
 - The AWW provides the perfect opportunity to update clinical records to reflect current problem list, which should be reflected by hierarchical condition categories.

Generating new revenue for the practice:

- Average AWW Reimbursement \$111
Example scenario: 2,500 beneficiaries at 70% AWW completion generates \$194,250 in revenue
- Additional follow up services brings revenue while increasing engagement with patients



Use Salient Dashboards to help identify how your ACO is performing on AWWs in the last 12 months and review the monthly trends

Salient Healthcare Toolkits

Salient customers gain access to a complete set of resources to aid the implementation of initiatives for value-based care organizations.

Take advantage of these great resources available in our online learning center:

- Overview documents and instructional videos
- Operational documents such as sample patient letters, guidelines for addressing pushback from patients, and phone scripts
- Additional information such as billing FAQ's and literature review

Available Toolkits:



**Annual Wellness
Visit (AWV)**



**Hierarchical
Condition Category
(HCC)**



**Transitional Care
Management (TCM)**



**Reducing
Inappropriate
ER Utilization**



**Chronic Care
Management (CCM)**



**Developing
Partnerships**



**Advance Care
Planning**

**Begin a 45-day trial using your own data, and
gain access to the Salient Healthcare Toolkits.
To learn more, go to www.SalientHealthcare.com**

About Salient

Salient Management Company offers business and government a new solution for efficient management. Drawing on diverse data from multiple sources, Salient technology measures how business activity creates value, quality, financial efficiency, and productivity, while the user interface eliminates barriers to using this knowledge for continuous process improvement.

Salient is a worldwide provider of advanced performance management and decision support systems for a wide range of industries and the public sector. Founded in 1986, Salient today serves more than 450,000 users in 66 countries.

Contact us for a demonstration:

phone 607.739.4511

email healthcare-info@salient.com