



**ACP**  
ADVOCATE COMMUNITY PROVIDERS





“ TO  
TRANSFORM  
THE STATE'S  
HEALTHCARE  
DELIVERY  
SYSTEM, BEND  
THE MEDICAID  
COST CURVE, AND  
ASSURE ACCESS  
TO QUALITY CARE  
FOR MEDICAID  
MEMBERS.









**THE FUTURE OF HEALTHCARE.**

# MARY ELLEN CONNINGTON, RN, MA

## CHIEF OPERATING OFFICER

40 YEARS OF HEALTH CARE EXPERIENCE IN NEW YORK STATE.

Fidelis, Emblem, Catholic medical center, community choice health plan, New York Presbyterian Health Plan, Visiting Nurse Association, Praxis Health, Oscar insurance, adjunct professor of nursing – CUNY, St. Joseph's Medical Center...

Highly respected managed care executive

Columbia University Teachers College, MA Nursing Administration

From bedside Nursing to Hospital, Home Health and Health Plan Administration.

**...“it will be very difficult to manage  
such a large and diverse network.”**



# 4 CRITICAL STEPS TO TRANSFORMATION

1. Primary Care Plan to orchestrate how care is centered around the community based PCP.
2. Technology to manage data needed for population health and increase the velocity of care.
3. Expertise in Cultural Competency and Health Literacy.
4. VBP – the Vision for the sustainable future



## Examples of Excellent Primary Care Plans

- Advocate Community Providers
- Adirondack Health Institute
- Bronx Health Access – Bronx Lebanon
- Community Care of Brooklyn – Maimonides
- Montefiore Hudson Valley Collaborative (MHVC)
- North Country Initiative – Samaritan

**“EXCELLENCE”**



Letter of Intent

If your organization commits to work towards signing a VBP contract or contract addendum to pilot a VBP arrangement by April 1, 2017, please submit this Letter of Intent to [dsrip@health.ny.gov](mailto:dsrip@health.ny.gov) with "VBP Pilot Program - LOI" in the subject line, no later than November 30, 2016.

The VBP Contractor and MCO must sign one Letter of Intent per VBP arrangement that they intend to pilot. The VBP Contractor and MCO partner(s) agree to work in good faith toward the goal of signing a VBP contract or contract addendum, no later than April 1, 2017. This Letter of Intent does not commit either party to actually entering into a VBP Pilot Program, but merely reflects the parties' good faith intentions to work toward that goal.

- VBP Contract / Contract Addendum Date:** The VBP contract or contract addendum should be submitted to the NYS DOH, no later than April 1, 2017.
- Duration:** The VBP Pilot Program is a two-year program with an effective contract date of no later than January 1, 2017. (Effective date may be retroactive, for contracts signed between January 1, 2017 and April 1, 2017.)
- VBP Arrangements:** VBP Contractor and MCO adopt "on menu" VBP arrangement as outlined in the NYS VBP Roadmap.
- Level II:** Pilots move to level II in year two of the pilot program. The NYS DOH will review pilots where providers may not be ready to transition to level II in year two, on a case-by-case basis.
- Scope:** VBP contracts / contract addendums are consistent with the NYS VBP Roadmap.
- Learning Diffusion:** VBP Contractors and MCOs support learning diffusion activities to continue the State's overall transition to VBP.
- Volume:** VBP Contractors and MCO partners meet the VBP Pilot Program volume requirements for the VBP arrangement(s) they are piloting, which are listed below.
  - TCGP: 10,000 members
  - IPC: 10,000 members
  - HIV/AIDS: 3,000 members
  - Maternity: 1,000 members
  - HARP: 1,000 members

Signatures required on page 2

The VBP Contractor and MCO partner(s) agree to work in good faith toward the goal of signing a VBP contract or contract addendum, no later than April 1, 2017. The VBP Contractor and MCO partner commit to piloting the following arrangement(s) in year 1 and year 2:

Year 1	Year 2
<input type="checkbox"/> Level 1 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS	<input type="checkbox"/> Level 1 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS
<input type="checkbox"/> Level 2 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS	<input type="checkbox"/> Level 2 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS

\* Providers adopting the IPC arrangement in year 2 may remain in TCGP at level 1.

VBP Contractor: Somos Your Health IPA Inc

Signed: [Signature] Date: 11/18/2016

MCO: UnitedHealthcare of New York, Inc.

Signed: [Signature] Date: 11/18/16

The VBP Contractor and MCO partner(s) agree to work in good faith toward the goal of signing a VBP contract or contract addendum, no later than April 1, 2017. The VBP Contractor and MCO partner commit to piloting the following arrangement(s) in year 1 and year 2:

Year 1	Year 2
<input type="checkbox"/> Level 1 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS	<input type="checkbox"/> Level 1 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS
<input type="checkbox"/> Level 2 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS	<input type="checkbox"/> Level 2 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS

\* Providers adopting the IPC arrangement in year 2 may remain in TCGP at level 1.

VBP Contractor: Somos Your Health IPA

Signed: [Signature] Date: \_\_\_\_\_

MCO: [Signature]

Signed: [Signature] Date: 11/18/16

The VBP Contractor and MCO partner(s) will endeavor to sign a VBP contract or contract addendum, if any, no later than April 1, 2017. The VBP Contractor and MCO partner will endeavor to pilot the following arrangement(s) in year 1 and year 2:

Year 1	Year 2
<input type="checkbox"/> Level 1 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS	<input type="checkbox"/> Level 1 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS
<input type="checkbox"/> Level 2 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS	<input type="checkbox"/> Level 2 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS

Providers adopting the IPC arrangement in year 2 may remain in TCGP at level 1. The parties may mutually agree to change the arrangements for year 2.

This LOI shall be governed by the substantive laws of the State of New York without regard to conflict of law principles. This LOI constitutes the entire understanding and agreement between the Parties hereto and their affiliates with respect to its subject matter. No promise, inducement, representation or agreement, other than as expressly set forth herein, has been made to or by the Parties hereto. This LOI may be amended only by written agreement, signed by the Parties to be bound. This LOI shall be construed according to its fair meaning and not strictly for or against either Party. This LOI is not intended to be a binding agreement between the Parties and is only intended to be an expression of mutual understanding until definitive agreements (if any) are executed, delivered, and officially approved by each respective Party. None of the undersigned Parties or any of their respective affiliates will have any obligations with respect to the transactions contemplated hereby until such time, if any, as they enter into mutually agreeable definitive agreements with respect thereto.

VBP Contractor: Somos Your Health IPA

Signed: [Signature] Date: 11/18/2016

MCO Partner: Fidelis Care New York

Signed: [Signature] Date: November 20, 2016

The VBP Contractor and MCO partner(s) agree to work in good faith toward the goal of signing a VBP contract or contract addendum, no later than April 1, 2017. The VBP Contractor and MCO partner commit to piloting the following arrangement(s) in year 1 and year 2:

Year 1	Year 2
<input type="checkbox"/> Level 1 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS	<input type="checkbox"/> Level 1 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS
<input type="checkbox"/> Level 2 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS	<input type="checkbox"/> Level 2 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS

\* Providers adopting the IPC arrangement in year 2 may remain in TCGP at level 1.

VBP Contractor: Somos Your Health IPA

Signed: [Signature] Date: 11/18/16

MCO: Affinity Health Plan

Signed: [Signature] Date: 11/18/16

The VBP Contractor and MCO partner(s) agree to work in good faith toward the goal of signing a VBP contract or contract addendum, no later than April 1, 2017. The VBP Contractor and MCO partner commit to piloting the following arrangement(s) in year 1 and year 2:

Year 1	Year 2
<input type="checkbox"/> Level 1 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS	<input type="checkbox"/> Level 1 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS
<input type="checkbox"/> Level 2 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS	<input type="checkbox"/> Level 2 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS

\* Providers adopting the IPC arrangement in year 2 may remain in TCGP at level 1.

VBP Contractor: Somos Your Health IPA Inc

Signed: [Signature] Date: 11/18/2016

MCO: Health First PHSP, Inc.

Signed: [Signature] Date: 11/18/2016

The VBP Contractor and MCO partner(s) agree to work in good faith toward the goal of signing a VBP contract or contract addendum, no later than April 1, 2017. The VBP Contractor and MCO partner commit to piloting the following arrangement(s) in year 1 and year 2:

Year 1	Year 2
<input type="checkbox"/> Level 1 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS	<input type="checkbox"/> Level 1 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS
<input type="checkbox"/> Level 2 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS	<input type="checkbox"/> Level 2 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS

\* Providers adopting the IPC arrangement in year 2 may remain in TCGP at level 1.

VBP Contractor: Somos Your Health IPA

Signed: [Signature] Date: \_\_\_\_\_

MCO: WellCare of New York, Inc.

Signed: [Signature] Date: 11/18

The VBP Contractor and MCO partner(s) agree to work in good faith toward the goal of signing a VBP contract or contract addendum, no later than April 1, 2017. The VBP Contractor and MCO partner commit to piloting the following arrangement(s) in year 1 and year 2:

Year 1	Year 2
<input type="checkbox"/> Level 1 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS	<input type="checkbox"/> Level 1 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS
<input type="checkbox"/> Level 2 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS	<input type="checkbox"/> Level 2 <input type="checkbox"/> TCGP <input type="checkbox"/> IPC <input type="checkbox"/> Maternity <input type="checkbox"/> HARP <input type="checkbox"/> HIV/AIDS

\* Providers adopting the IPC arrangement in year 2 may remain in TCGP at level 1.

VBP Contractor: Somos Your Health, IPA Inc

Signed: [Signature] Date: 11/15/2016

MCO: WellCare of New York, Inc.

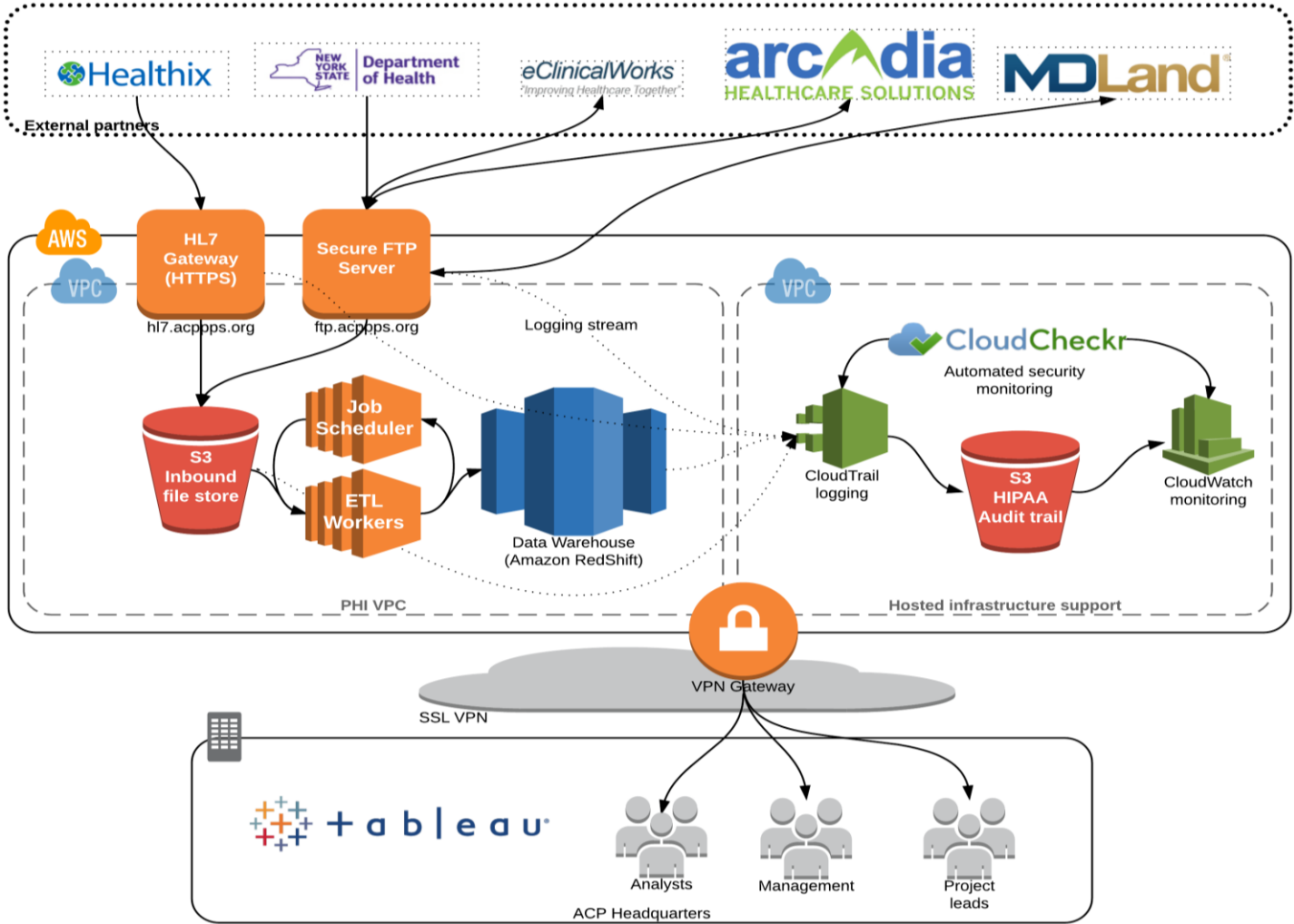
Signed: [Signature] Date: 11/18/16

# VALUE-BASED PAYMENTS

- AFFINITY HEALTH PLAN
- EMPIRE BCBS HEALTH PLAN
- HEALTH FIRST PHSP, INC.
- WELLCARE OF NEW YORK, INC.
- FIDELIS CARE OF NEW YORK
- UNITED HEALTHCARE OF NEW YORK, INC.

# "QUALITY"

# STATE-OF-THE-FUTURE TECHNOLOGY



# INNOVATIVE TECHNOLOGY FOR A UNIQUE NETWORK.

**Corey Maher:** CTO; 20-year veteran of healthcare technology, e-commerce, data/analytics, IT.

**Tonguc Yaman:** CIO; Veteran of NYC HHC IT; bridges technology and healthcare.

**Fully compliant with rigorous NYS Security Requirements.  
(NIST 800-53). Security workbooks approved.**

Created cloud-based data processing platform: low cost, high speed, flexible, expandable.  
Uses open source technologies to connect to external expert systems  
(e.g., EMRs, HEDIS calculation software, 3-M CRG grouper).





# MOISÉS PÉREZ-MARTÍNEZ

VP WORKFORCE, COMMUNITY & GOVERNMENT RELATIONS

WORKFORCE AND COMMUNITY ENGAGEMENT.

OVERSEES PROGRAMS IN CULTURAL  
COMPETENCY AND HEALTH LITERACY.

The founder/co-founder of numerous iconic community-based organizations such as City-as-School, The Door- A Center of Alternatives, El Puente, The Center for Organizational Development at CSS and, Alianza Dominicana.

BA degree from Brooklyn College-CUNY (cum laude) and was a member of the prestigious George Edmund Haynes National Urban League Fellows program.



## CASE STUDY:

PCP contacted ACP CHWs to follow up with 9 pediatric patients for whom the mother did not fill the prescription asthma medication. CHWs found families and explained the importance of filling the prescriptions – all 9 secured medications.

Didn't fill prescription because child felt better.

Did not understand need for "control" medicine to prevent attacks.











# ANGELA LEE

SENIOR DIRECTOR OF MULTICULTURAL PROGRAMS

PROGRAM DEVELOPMENT AND LIAISON WITH NETWORK PROVIDERS AND COMMUNITY ORGANIZATIONS.

20 YEARS OF EXPERIENCE IN THE HEALTH AND SOCIAL SERVICES SECTORS.

Served as the Director of the Chinese and Russian Medical Programs at Monmouth Medical Center in New Jersey, Community Executive at the American Cancer Society-Asian Initiatives, and was the Deputy Executive Director at the New York Asian Women's Center





**ACP**

ADVOCATE COMMUNITY PROVIDERS

Advocate Community Provider is a network of neighborhood programs improving health care for New Yorkers

1-844-ACP-PPS2  
Visit us at [acppps.org](http://acppps.org)

We are different

我們

糖尿病的綜合治療

- 飲食控制
- 適量運動和控制體重
- 藥物治療
- 復健治療

請 TVB CCTV 電視台轉播節目 TV 廣播電台及廣播  
799-886-2133 1070504

**WE ARE THE COMMUNITY.**





## STANFORD MODEL

Health People CBO  
trained 20 CHWs (peer  
leaders) for diabetes  
QTAC Portal for CV

Recruitment of  
Diabetes and CV patients

Cultural nuances (e.g.,  
language preference)

Focus on hotspots

Collaboration with CBOs



**B** 經常做運動

做運動其實可以就像投1.2-3 那麼的簡單。想促進自己身體的健康，您並不需要做一些劇烈的運動，步行！跳舞！多走樓梯！只要您的身體有相當程度的活動，就可將中風、心臟病及糖尿病的心臟病及糖尿病風險大為降低。運動亦能助您減肥，維繫著一個健康的體重。

**C** 定期見您的醫生

定期與您的家庭醫生(PCP)見面，並採納可改善健康的建議。不要錯過他的年度身體檢查、醫療篩檢(例如結腸鏡片、乳癌檢查、子宮頸塗片檢查及前列腺癌檢查等)。如果您本身已有慢性疾病，像糖尿病、哮喘病、或心血管病，更必須改變目前的生活和飲食習慣！

請與您的醫生保持聯繫！





## DASH DIET

Recommended nutritional plan across all projects

Adapted for Latino and Chinese communities

Presentation by Denisse Oller – recognized Latina broadcast journalist who is also a chef.

3-part workshop for ACP CHWs and staff

Community presentations

Videos (3 topics, 4 languages)



# DIEGO PONIEMAN, M.D., MPH

CHIEF MEDICAL OFFICER

25 YEARS OF EXPERIENCE PRACTICING MEDICINE  
IN UNDERSERVED COMMUNITIES.

MASTERS IN PUBLIC HEALTH FROM MT. SINAI  
SCHOOL OF MEDICINE.

PRIMARY CARE PHYSICIAN.

FACULTY - INTERNAL MEDICINE, MT. SINAI HOSPITAL.

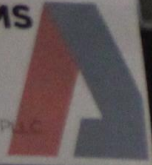
RESIDENCY IN INTERNAL MEDICINE, MONTEFIORE.

POPULATION HEALTH EXPERT.



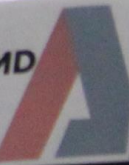
**George Hall, MD MS**

Founder & Medical Director,  
George Hall, MD, PC  
President,  
Exelcior Integrated Medical Homes, P.A.C.



**Felix Florimon, MD**

internist







Diego Ponleiman, MD MPH  
Chief Medical Officer  
ACP







# A SUSTAINABLE CULTURE OF CHANGE & INNOVATION.

1. Creating a culture of excellence.
2. Expand the group of thought leaders in our organization.
3. Merged the culture of our communities with the culture of institutional healthcare.
4. Committed to sustainability through value based payment.







**WE ARE THE COMMUNITY.**



# QUESTIONS & ANSWERS