

CITY AND COUNTY OF BROOMFIELD CLINIC INITIAL REVIEW

| CLINIC | CIGNA | NEXTERA | CENTURA | PALADINA | CAREHERE | MARATHON | HEALTHSTAT |
|--|--|--|---|--|---|--|--|
| 1) Staff Model | Primary care & acute episodic models. Primarily Physician Assistant model. | Response not yet received. Private practice physician model. | Centura Physicians; Broomfield Family Practice; Indian Crest Pediatrics Rocky Mnt. Primary Care; Walgreens Take Care Clinics; Avista Family Medicine Avista Internal Medicine; CHPG Dacono PCPs; Centura CCOM | Family practice MD supported by Medical Asst. & RN Care Coordinator & possible receptionist. | Customizable to meet needs. Suggest 50/50 staffing model. Will perform clinic feasibility study with claim history data. Recommend 20 hours between Physician & Nurse Practitioner/Physician Assistant. | 1 full time Nurse Practitioner or Physician Assistant + 1 full time Medical Assistant. | Customizable (Physician, Nurse Practitioner, Physician Asst or combination). 80% use advanced practitioners & Medical Assistants. Supervisory physician available. |
| 2) Nearsite or Onsite | Both | | Nearsite | Nearsite Broomfield Interlocken. Onsite possibility. | Both available | Both available | Both + virtual medicine |
| 3) After Hours? | Through MD Life | | Some Saturday hours + some afterhours at Walgreens Clinics | Physician's cell phone 24/7 | 24/7 nurse call in line | Can set up after hours care with local providers or Teledoc | Most have standard hours, but after hours call line optional. |
| 4) Occupational Health Available? | Limited services | | No | No | Yes, will perform analysis on claim data to provide cost & savings projection | Yes, 1 st treatment of injury, pre-employment physicals, drug testing and return to work. | Yes |
| 5) Total # Clinics | 44 | | 17 | 49 | 185 | 140 | 300+ |
| 6) Total in Colorado | 1 | | 17 | 9 + 5 pending | 9 | 5 | 8 |
| 7) Colorado Municipalities | City of Longmont | | Unanswered | City of Arvada Pueblo (city/county) State of Colorado | Moffat County City of Westminster City of Littleton Adams County | Ft. Collins, Silt, Glenwood Spgs, Basalt, New Castle, Parachute, Garfield County | Larimer County Steamboat Schools City of Loveland City of Greeley |
| 8) Period in Existence at Each Colorado Clinic | 2 years | | 1 month – 57 years | 1-3 years | 4 months – 7 years (most municipals 2 yrs) | 5 months to 2 years | 1 – 4 + years |
| 9) Ownership | CIGNA | | Private Practice, Walgreens & Centura | DaVita Healthcare Partners | Privately held | Privately held | Privately held |
| 10) Implementation Timeline | 120-160 days | | Unanswered | 3 to 4 months | 16 weeks (timeline included) | 90 – 110 days | 90 – 120 days |

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| 11) Age Limit Dependents | 6 years old | | Newborn | Newborn | Typically 2 years old, but flexible | 2 years old | 2 years old |
| 12) Wellness Services | Flu, biometrics, lifestyle mgt., coaching, seminars & disease mgt. | | Flu shots, chronic condition mgmt., prenatal care, annual physicals, primary care services | Disease mgt., health coaching, preventive lab, generic RX, wellness events | HRA, 30 panel biometric screen, education, coaching, 185 wellness & disease mgt. programs | Health screenings, coaching, health promotion & wellness support, disease mgt. | 6 wellness modules, targeted campaigns. Formal wellness services available (costs apply) |
| 13) Location Acct. Management | Regional account management model | | Local | Local | Director of Client Operations located at clinic, overseen by Tennessee corporate mgt. | Denver | Main locations: NC, VA, CA, FL, MO and WI |
| 14) Pricing Model | Cost plus | | Fee-for-service | Per member per month, unlimited utilization | Per eligible employee per month + operating costs passed through (staff, supplies, lab, RX). | Fixed fee pricing | Monthly per member per month + variable (staff, lab, RX supplies) |
| 15) Passthrough Markup (lab/rx) | Labs, equipment, supplies & RX | | No markup | Special tests & RX | No markup | RX, lab no markup | Lab Cost Plus |
| 16) Implementation Fee | Vary based upon model & staffing | | Not applicable | Not applicable | Set-up fees passed through at no markup. Estimated \$35,000 to outfit 2 exam room clinic. | \$118,137 | Varies according to model |
| 17) Performance Guarantee | Available | | Yes | Available – fees put at risk | Willing to establish based on CCOB's expectations. | 10% of fee at risk based on member satisfaction, health & clinical outcomes, per capita reduction in healthcare spending. | 50% admin fees at risk based on employer & employee satisfaction, claims reduction cost and health improvement. |
| 18) Shared Savings Opportunity | Available, but not detailed. | | Could be opportunity to achieve increased savings, but not explained. | Available, but not explained. | Currently not established, but willing to explore. Staff incentivized in other ways to drive savings. | Available, but not explained. | Better ROI with increased participation and staffing hours. |

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| 19) HR Expected Involvement in Administration | Mutually determined based upon needs. | | HR involvement could be needed depending upon model adopted. | Monthly membership update. | Input on marketing & communications, provider recruitment & wellness programming. Weekly implementation calls/month eligibility updates. | Monthly membership update. | Initial demographics and claim history. Ongoing monthly updates. |
| 20) Referral Process | Assist with appropriate care at most competitive pricing (ACO) | | Unanswered. | Assist with specialist referral, high value, low cost providers. Make appointments, records sent and follow up with specialist. | Referrals to network providers to optimize patient & plan savings. | Database of specialists + high performing providers. Info shared with PCP and referrals tracked. | Use carrier's quality tools and other resources (BlueBook) to make in-network referrals |
| 21) Additional Comments Regarding What Sets Your Clinic Apart from Others | Centralized medical management system eases care coordination. Integrated access to claims data and personal health information. | | Physicians participate in robust quality & patient satisfaction program, structured to ensure physicians & staff providing highest quality clinical care within a patient & family centric care delivery model. | 24/7 physician cell phone access, proactive vs. reactive healthcare model, broad scope of care (85-90%), coordination of specialty, OP & IP services, capitated membership fee vs. fee-for-service billing, put fees at risk, expanding network. | Transparent billing system. State-of-the-art technology manager. Robust standard and ad-hoc monthly reporting. Solely dedicated to managing & operating onsite clinics. Independent – no ownership ties to other providers. | Fixed fee model guarantees precise cost. Fee includes all services. 10% of fixed expense at risk. | Caring, trusted advocates, powerful data integration, executive leadership. NCQA Accreditation in Wellness & Health Promotion. |