



Physician Group Incentive Program

Supporting practitioners, making a difference

Blue Cross Blue Shield of Michigan is transforming health care in Michigan through our Physician Group Incentive Program. Established in 2005, PGIP has grown significantly over the years and now includes nearly 18,000 primary care physicians and specialists. As we continue to expand our program, we invite all practitioners participating in our PPO and Traditional networks to join PGIP.

Benefits to practitioners

Individual practitioners in our PGIP program don't face the transformation process alone. Instead they're part of a physician organization, and as a result, they gain resources to better manage costs while improving the delivery of care.

With better quality and more efficient services, practitioners ensure a sustainable revenue stream for the future.

How to join

If you're an individual practitioner:

- Send us an email at providerpartnerships@bcbsm.com.

If you represent a physician organization not currently in PGIP:

- Go to bcbsm.com/providers.
- Hover your mouse over the words *Value Partnerships* in the blue bar until a menu appears.
- Click on *PGIP*.
- To obtain a PGIP application, scroll down the page and click on *Join the Physician Group Incentive Program*.

The program offers other advantages for practitioners, including:

- When a practice transforms care through PGIP, the new systems can be used for all patients. As a result, care practices aren't affected by such things as a patient's health insurance.
- Primary care physicians and specialists are eligible for financial incentives for engaging in transforming health care and for their practice-specific and population-level performances. Those performances are measured by quality, cost and use of services.
- By participating in PGIP, practitioners become linked to a program that's nationally recognized for its innovations and achievements.

Impact on patients

- PGIP practitioners provide care for nearly 2 million patients across the state.
- PGIP includes the patient-centered medical home program, which involves transforming the physician practice to focus on wellness, disease management and handling patients' health goals.
- Patients are more engaged and enjoy closer relationships with their practitioners.



Frequently asked questions about PGIP

Q. Do I receive incentive dollars directly?

Blue Cross distributes incentive dollars to participating physician organizations. The physician organizations decide how to allocate incentive dollars to their PGIP practitioners. In addition, primary care physicians in PCMH practices qualify for increased fees on certain evaluation and management services. Certain specialists are also eligible for increased fees based on population-level measures of quality, cost and use of services.

Q. What kind of quality improvement initiatives does PGIP provide?

PGIP includes programs focused on improving the delivery and quality of health care services. PGIP also involves PCMH, Provider-Delivered Care Management, Organized Systems of Care and Collaborative Quality Initiatives.

Q: What are some program results to date?

- Patients of our PCMH practices are less likely to visit the emergency room or be hospitalized than patients of non-designated practices, according to a 2013 analysis.
- During the first three years of the PCMH program (2009-2011), BCBSM saved an estimated \$155 million.
- A study published in the July 2013 issue of *Health Services Research* indicates that practitioners who are fully implementing the PCMH model are associated with high quality and improved preventive care scores. They're also associated with \$26.37 lower medical costs per adult member per month.*

Q. Where can I find out more information about the program?

To learn more, please visit the Value Partnerships website at valuepartnerships.com.

*Paustian et al. "Partial and Incremental PCMH Practice Transformation: Implications for Quality and Costs." *Health Services Research*. 2013 Jul 5. Epub



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