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HMO Health Plans Changing Focus

Health Plans offering HMO's are shifting their contracting focus from incentives paid to physicians based on financial performance to incentives paid in conjunction with quality performance. Accordingly past distributions and profit payments to physicians based upon utilization, are now being replaced by payment of profit and incentives based upon quality performance.

In order to assist our physicians meet performance goals, UOP is aggressively pursuing measures to assure that we can identify, plan, and implement process improvement opportunities focused on quality of care issues. UOP has made online access to individual performance data available to all its physicians. If you are not using this free service provided by UOP, you should contact UOP to obtain your password and basic instruction. UOP realizes the importance of working with physicians to provide physicians the tools to improve their quality performance, and we will continue to look for mechanisms to assist our physicians.

Primary Care Doctors Improve Their Generic Prescribing Rate

In connection with our participation in the BCBSM Physician Group Incentive Program (PGIP), UOP primary care physicians were recognized as having improved their generic prescription rate during 2007 and received financial incentives from BCBSM for their good work.

Blue Cross Blue Shield of Michigan and other payers and purchasers are keenly focused on promoting quality cost-effective outcomes for their patients. As such they are providing financial incentives to improve physician performance on generic use rates, meeting HEDIS criteria and NCQA chronic disease management criteria as well. Healthcare purchasers have strongly communicated that continuously improving quality is a very important factor in their review of physician performance as we move forward.

As the focus on improving quality continues to expand and mature in our market, those physicians who demonstrate the highest quality will clearly be the most likely to receive incentives and retain, attract, and grow their practices with patients.

UOP Now Offers Total Healthcare

UOP is continually looking for ways to assist our physicians to meet challenges of the changing health care market and put more patients in your waiting room.

We are proud to announce that UOP has negotiated a Commercial HMO and POS contract with Total Healthcare that is financially beneficial to our physicians. Significantly, these contracts provide for payment of office visits at 100% of 2007 Medicare with no withhold and no financial risk.

In addition, those physicians who participate in the Total Commercial and Medicaid contracts will be eligible to participate in a new profit sharing product that has been negotiated by UOP which is scheduled to be offered by June 2008. This product will feature UOP Physicians as the preferred network and UOP Physicians participating in the contract will benefit from the financial rewards of the program, and will also be eligible to purchase this product for their offices at significant savings.

For further information in enrolling with the UOP/ Total Healthcare product please contact Rima Fakhri at (313) 240-9867 ext:2.

Olympia Physicians Collaborate With UOP

UOP and Olympia, representing more than 1,500 in Western Wayne County and Southern Oakland County in nearly every physician specialty have agreed to collaborate on such issues as medical management, quality improvement, contracting, and administrative services. The combined healthcare premium dollars affected by this Agreement totals more than one half billion dollars on an annual basis and over 200,000 lives.

This collaboration is consistent with UOP's strong belief that physicians are best positioned to shape meaningful healthcare policy in order to improve the delivery of healthcare in our communities. The strength of more than 1500 physicians will improve UOP's strategic position and our continued efforts to lead rather than follow in our market.