

UOP News

November, 2003
Volume 2, Issue 3

Newsletter for Provider Office Staffs
United Oakwood Providers, LLC
Yasser Hammoud, M.D., Medical Director

UOP Moving to New Offices...

We will be moving to new offices in the Dearborn area. The new office is located at:

**500 Town Center Drive
Suite 425
Dearborn, MI 48126**

To accommodate the move, UOP's offices will be closed December 1st and 2nd. We will re-open for business Wednesday, December 3rd. During this time, you are more than welcome to leave us messages on our central line (313)791-5200. Your call will be returned as quickly as possible.

Following our move, we will notify our provider practices/offices of our new telephone numbers. In the meantime, you may continue to contact us at our current number (313)791-5200 or via our web site www.uopvalue.com.

UOP Distributes \$1.5 Million

UOP is very pleased to successfully distribute over **\$1.5 million** to its providers for the 2002 Settlement with its contracted health plans (HAP & M-Care).

Unlike other physician organizations, **UOP** does not retain settlement dollars for **administration** or solely for its Primary Care Physicians. **The entire distribution is paid to its providers.**

Flyers were placed in the Physician Lounge at all four Oakwood hospitals the week of October 27th. The flyers identified the names of Primary Care, Specialists and groups receiving reimbursement. The flyers also indicated that the authorized physician from the practice/group could contact UOP to make arrangements to pick up their checks or request UOP mail.

There are still checks to be retrieved by physicians at our office. To ensure your practice receives its 2002 Settlement check; contact us at (313)791-5200.

Due to the Thanksgiving holiday and our move, UOP's offices will be closed Thursday, November 27th and will re-open for business on Wednesday, December 3, 2003.

NOTE: During this time, it will be business as usual for OHSCare Utilization Management. They can be contacted at (877)870-4732.

UOP 2003 Settlement Methodology

The 2003 UOP Settlement Distribution Methodology has been approved by the UOP Contracts Committee. This methodology continues the trend to incentive physicians who achieve excellent utilization performance. UOP expects this trend to continue.

UOP remains one of the few physician groups that distributes any settlement dollars to Specialists.

✓PCP Distribution

- 50% combined Risk Pool Surplus
- 25% Specialist costs per member per month relative to peers
- 25% inpatient days per thousand relative to peers

✓Specialist Distribution

Distribution on encounter basis if cost per patient per year is less than the mean within their specialty.

✓Hospital Based Providers

Distribution if cost is less than health plan average.

Attachments to this Newsletter include:

- ✓Introductory letter – VHA and Physician Sales & Services, Inc.
- ✓HAP's updated BioScrip listing
- ✓AIM request for participation form

The UOP Board of Directors has decided to donate \$50,000 to the Oakwood Hospital & Medical Center Medical Library. This donation was taken from the administrative surplus of UOP, not Primary Care/Specialists distribution monies. This donation will greatly benefit physicians within our network, as well as, all physicians with privileges to the OHI facilities.

HAP's New Rx Program

HAP's new 's BioScrip Program began October 1, 2003. This multi-dimensional program is designed to manage a limited set of infusible and injectable medications.

HAP mailed notification to all providers August 1st, identifying the processes to be followed effective October 1, 2003:

- ⇒ Streamlined authorization of medications
- ⇒ Delivery of meds directly to office/patient's home
- ⇒ Coordinated monthly schedule of deliveries
- ⇒ Patient monitoring/education program to improve adherence to prescribed regimens.

Since the implementation of BioScrip, the list of drugs to be included in this program has been modified. *A complete list is attached to this Newsletter. **The additions will be effective December 1, 2003.***

Any questions regarding HAP's BioScrip Program, should be directed to HAP's Pharmacy Care Management staff at (248)723-0206.

UOP Preferred Specialty Directory

In June of this year UOP distributed, to all of our contracted providers, a UOP Preferred Specialty Directory. At the request of Primary Care doctors, UOP expects to distribute an updated Preferred Specialty Directory soon.

You are welcomed to contact UOP to discuss the potential of your physician/practice being listed in the upcoming directory.

American Imaging Management (AIM)

Reminder...

Both **HAP & M-Care** require CTs, MRIs, MRAs, Pet Scans and Nuclear Imaging **pre-authorization** by AIM.

- ✓ Both Primary Care and Specialty offices performing in-office imaging **must** have AIM assessment approval in order to receive reimbursement from HAP and/or M-Care.
- ✓ Separate mailings were sent by both HAP and M-Care identifying in-office imaging, by specialty, that could be performed when AIM assessed and approved.

Clarification

- In the August, 2003 UOP News, it was indicated "if your practice already received notification of approved assessment by AIM for HAP...there is nothing to do for M-Care." ***That statement was incorrect.***
- ***Correction...*** *If your practice already received assessment approval from AIM for HAP, you will need to complete and submit the attached AIM Request for Participation form for M-Care.*

Note: It is the **ordering physician's responsibility** to pre-authorize outpatient diagnostic imaging through AIM.

If you have any questions or need copies of the HAP or M-Care mailings, along with AIM requirements, contact us at (313)791-5200.

Welcome UOP Associate Medical Director

We are very excited to announce Terry Gordon, MD/MBA has joined our staff as Associate Medical Director.

Dr. Gordon brings a wealth of experience and knowledge to our organization. His past experiences include:

- ⇒ Medical Director, Michigan Market for Aetna US Health Care
- ⇒ Practicing Internal Medicine physician
- ⇒ Associate, Global Leadership in Healthcare, University of MI School of Business
- ⇒ Captain, United States Air Force

Dr. Gordon's primary duties at UOP will be to work jointly with UOP providers, health plans and members to ensure that high quality medical care is provided in the most cost effective manner possible.

UNITED
OAKWOOD
PROVIDERS, LLC

November 18, 2003

NOW...Helping you reduce your supply cost

Dear United Oakwood Providers Member,

United Oakwood Providers in conjunction with Oakwood Health System is pleased to bring additional value to your practice by helping you **reduce your supply cost**.

You can now purchase off the same nationally negotiated VHA Purchasing Agreements that Oakwood Health System uses for all their supply purchasing needs. For no purchasing commitments or up front cost to your practice, you can enjoy significant cost savings for your supply needs including:

Medical Surgical Products

Office Supplies

Pharmaceuticals

Laboratory Supplies

Imaging supplies

I also would like to introduce **Paul Gedrich**. Paul is United Oakwood Provider's ambassador for this program and will assist you with any questions you may have. Paul will work to provide you with a detailed cost analysis, highlighting the potential savings your practice can realize through this program. Paul's contact information is listed below.

United Oakwood Providers firmly believes this program can lower your supply cost. We have already seen the savings in several UOP practice's including my own.

Sincerely,

Yasser Hammoud, MD
CEO and Medical Director



Paul Gedrich
Medical Products Consultant
(800) 963-6729 ext # 7557
pgedrich@pssd.com

List of Infusible/Injectable Program Medications Included in HAP/BioScrip Program

Drugs are included effective 10/01/03, unless noted as an addition for 12/01/03

<u>Diagnosis</u>	<u>Product</u>	<u>Addition 12/01/03</u>
Crohn's Disease	Remicade	
Hemophilia	Alphanate	
	Alphanine	
	Autoplex -T	
	Bebulin VH	
	Benefix	
	Helixate	X
	Helixate FS	
	Hemofil M	
	Humate-P	
	Humate-P Human	
	Koate HP	
	Koate-DVI	
	Kogenate	
	Kogenate FS	
	Konyne 80	
	Monarc-M	
	Monoclate-P	
	Mononine	
	Novoseven	
	Profiline SD	
	Proplex T Factor	
Recombinate		
Refacto		
Hepatitis C/Oncology	Co-pegasys	
	Infergen	
	Intron A	
	Pegasys	
	Peg-Intron	X
	Rebetol	
	Rebetron	
Roferon		
Hypogammaglobulinemia	Gamimune	
Infertility	Antagon	X
	Bravelle	
	Cetrotide	X
	Fertinex	
	Follistim	
	Gonal F	
	Humegon	
	Ovidrel	X
	Pergonal	
Repronex		
ITP	Venoglobulin	
Kawasaki Disease	Sandoglobulin	
Primary Immune Deficiency	Gammagard	
	Gammar IV	
	Gamulin RH	
	Iveegam	
	Mini-gamulin RH	
	Panglobulin	
	Polygam S/D	X
Rheumatoid Arthritis	Enbrel	X
	Humira	X
	Kineret	X
RSV Prevention	Respigam	
	Synagis	

If your practice needs a copy of the
AIM/M-CARE
Request for Participation Form,
Contact UOP at (313)791-5220