CCM in a solo practice

Dr. Tracy Edwards, MD
Why implement CCM?

Improve patient care
Reduce hospitalizations
Improve cashflow
Implementation process

Train all staff

Create workflows

Add clinical staff

Create care plans
Workflow

Identify qualified patients

F2F

Contract

Individualized care plan

Phone follow up

Add minutes at end of month
Basic requirements for billing

20 minutes of clinical staff time directed by a physician or other qualified health care professional, per calendar month, with the following required elements:

- Two or more chronic conditions expected to last at least 12 months or until the death of the patient

- Chronic conditions place the patient at significant risk of death, acute exacerbation / decompensation, or functional decline

- Comprehensive care plan established, implemented, revised, or monitored
Helps

ccmtrak.com

CCM companies

Collaborate
Challenges

Extra staff

Training

Fear
Realized benefits

Fewer hospitalizations

Increased revenue

Improved satisfaction
Hold CCM services when . . .

• During TCM (Transitional Care Management) days after a hospitalization.

• During inpatient rehab (swingbed, NH rehab)

• When billing for home health supervision. May still bill for cert/recert.
Questions