

# VillageMD Enters into an Agreement with Blue Cross Blue Shield of Georgia to Improve Patient Health and Lower Costs

November 15, 2017

ATLANTA—(BUSINESS WIRE)—Blue Cross and Blue Shield of Georgia (BCBSGa) and VillageMD, a national provider of primary care, announced today that they have entered into an agreement on a value-based contract that will lead to higher quality, more affordable patient care across the state. BCBSGa is the largest health benefits company in Georgia and the first to contract with VillageMD in Georgia.

VillageMD recently expanded into the state in collaboration with Quality Care Providers, Inc. (QCPI), Atlanta's largest independent network of primary care physicians with 1,600 members. BCBSGa policyholders will greatly benefit from this collaboration.

“Blue Cross and Blue Shield of Georgia is dedicated to helping physicians improve care and manage costs,” said Jeff Fusile, President of BCBSGa. “The physician-led, team-based approach of VillageMD complements our efforts in providing top quality, affordable health care to our members. This collaboration is a win-win for our members and providers, and is the first of several alliances BCBSGa plans to enter to support primary care physicians in our community,” Fusile added.

VillageMD's high-value model of care is proven to drive results across multiple markets and across all patient populations – commercial, Medicare, Medicare Advantage and Medicaid. Practices that have adopted VillageMD's patient-centric approach have been recognized by the Centers for Medicare and Medicaid Services for high quality and high performance metrics, such as the following: admissions and readmissions rates 20 to 45 percent lower than the community, Medicare costs 20 to 45 percent lower than the community, and commercial costs 15 to 20 percent lower than the community.

“We are excited to partner with BCBSGa to offer physicians a high-value care model that emphasizes a preventative, cost-effective delivery approach that benefits patients and providers,” said Tim Barry, Chief Executive Officer, VillageMD. “Aligning health plans and physicians helps physicians keep their patients as healthy as possible, and the VillageMD team is committed to providing the resources, tools and technology they need to achieve this goal.”

VillageMD's recent expansion into Georgia contributes to its rapid growth into one of the largest networks of independent primary care providers in the U.S.

## **About BCBSGa:**

Blue Cross and Blue Shield of Georgia, Inc. and Blue Cross Blue Shield Healthcare Plan of Georgia, Inc. are independent licensees of the Blue Cross Blue Shield Association. The Blue Cross Blue Shield names and symbols are registered marks of the Blue Cross and Blue Shield Association. Additional information about Blue Cross and Blue Shield of Georgia, Inc. is available at [www.bcbsga.com](http://www.bcbsga.com). Also, follow us on Twitter at @BCBSofGA\_News or on Facebook at [www.facebook.com/AskBCBSGa](http://www.facebook.com/AskBCBSGa).

## **About VillageMD:**

VillageMD is a leading national primary care provider supporting physicians moving toward a primary care-led, high-value clinical model. VillageMD delivers data analytics, a physician practice-based care coordination model, leading technology, and on-the-ground support resources to make improvements at the point of care, resulting in high quality clinical outcomes across all markets and all patient populations. VillageMD also provides access to value-based reimbursement contracts that reward physicians for delivering high quality, cost effective care. VillageMD works with physician groups, independent practice associations, and health systems to improve quality, deliver a first-rate patient experience, and lower total medical costs in the communities they serve.