



FOTO

Baton Rouge Physical Therapy - Lake and Blue Cross Blue Shield of Louisiana Value Based Payment Model

Win-Win: Pay for Performance Model

Executive Summary

Blue Cross Blue Shield of Louisiana (BCBSLA) created "Quality Blue PT/OT" to improve outcomes, reduce total cost of care and increase patient satisfaction. Seth Kaplan, PT, President and CEO of Baton Rouge Physical Therapy – Lake helped add the fourth "D" to define quality: *Diagnosis, Dollars Spent, Days (visits) and Disability*. An additional twist was included in the payment formula: **completion rate** (getting complete quality data on most or all patients, not just a select few).

Challenges

Baton Rouge Physical Therapy – Lake had already been using FOTO as its outcomes management system. In order to meet the requirements of the new payment model, attention also needed to be focused on completion rate.

How FOTO Helped

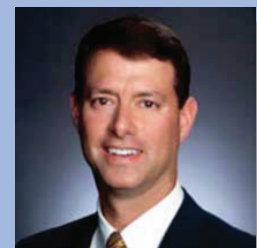
FOTO had all the components for Quality Blue PT/OT

- A robust risk adjustment process
- Large database for accurate prediction of final outcomes
- Classification of the results for an organization's patients
- Clear reporting of results to both payer and provider
- Real time data on completion rate

Results

Baton Rouge Physical Therapy – Lake was able to meet all three Quality Blue PT/OT requirements to receive higher payment for services: quality, satisfaction and completion rate criteria. Because FOTO includes a completion rate gauge in its system, Baton Rouge Physical Therapy – Lake was able to easily meet completion rate criteria. Baton Rouge Physical Therapy – Lake achieved more than a 33.33% increase in its completion rate. Careful monitoring and focusing on assessment processes allowed Baton Rouge Physical Therapy - Lake to surpass the completion rate requirement.

FOTO Pay for Performance Model



"FOTO has a Value Based Purchasing Table that immediately connects with payers to assist with developing a Pay for Performance Model," states Seth Kaplan, PT, DPT, MHA, OCS and President/CEO of Baton Rouge Physical Therapy – Lake.