

Payer, provider and county programs exploring payment options to reimburse eConsults

Program	Status	Payment
LA Care Health Plan	<ul style="list-style-type: none"> Began as a pilot with Synermed and rural providers, grew to support over 30 specialties Using Safety Net Connect eConsult platform Los Angeles County CHCs and FQHCs partner with Health Care LA IPA specialists Moving to a focus on behavioral health due to MMC/county MOU 	Specialists paid per consult, PCPs paid monthly stipend for participation
Los Angeles County Department of Health Care Services	<ul style="list-style-type: none"> County funded 7m, 4 year program in 117 clinics. Uses county software scheduling system (“calendar”) and department at 4 different sites Started with ophthalmology, dermatology, orthopedics, gastroenterology and surgery, now 30 specialties 	PCPs and specialists are salaried (not reimbursed per episode or consult)
Mayo Clinic	<ul style="list-style-type: none"> Using Epic EHR Text-based service provides quick turnaround and the necessary documentation for scheduling, billing and tracking for the providing specialist eConsults eliminate the need for a second visit in most cases DHS includes payment for physician consultations that are performed via store and forward technology. 	PCPs and specialists are within Mayo system; MN DHS allows for coverage of consultation
Mass General	<ul style="list-style-type: none"> MGH piloted a system for PCPs to request cardiology e-consults Specialist recommendations could include scheduling a clinic visit, diagnostic testing, or medication adjustments Using Epic Partners eCare – to be fully implemented in 2017 100% of providers noted that the system was helpful and they would use it again 96.7% of patients were “somewhat” or “very satisfied” with their experience. 	Not specified, but covers estimated cost of specialist time based on traditional fee-for-service consult reimbursements

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State Medicaid programs are exploring payment options to reimburse eConsults

State	Status	Reimbursement
Colorado	<ul style="list-style-type: none"> Colorado Medicaid convened several stakeholder meetings with PCPs and specialists, and engaged CO medical board to support eConsult reimbursement. eConsults will be transmitted using CORHIO's proprietary portal (Patient Care360, Medicity). Next steps include finalizing pilot payment rates and program implementation details. 	Transactional payment for both PCP and specialist
Connecticut	<ul style="list-style-type: none"> New England eConsult Network uses Safety Net Connect platform and plans to use Direct Messaging. Alternative Payment Methodology Payments includes FQHC maintaining quarterly volume of Medicaid encounters to receive an incentive payment for e-consults occurring during that quarter in order to avoid unnecessary referrals to physician specialists and to expand access. Incentive payments will be paid as Medicaid supplemental payments on a quarterly basis...up to a maximum of \$89,500 per quarter per qualifying FQHC. 	Transactional payment for specialist, PCP payments vary by setting
Oklahoma	<ul style="list-style-type: none"> SoonerCare HAN pilot reimburses both PCPs and specialists per timely completion of eConsult. Providers submit and receive referrals in Doc2Doc. Referrals pass directly in to OKHCA MMIS. Effects include reduction in professional fees among patients receiving the online telemedicine consultations (\$140.53 vs. \$78.16) and reduction in costs for patients receiving an online consultation vs. those referred of \$130.18 PMPM. 	Transactional payment for both PCP and specialist
Washington	<ul style="list-style-type: none"> WA State Medicaid Waiver provides upfront investment for PCMH Transformation. Allows FQHCs to replace billable visits with most appropriate modality of care (patient "touches" such as telephone visits, group visits, secure email, encounters with non-billable providers, etc.). Yakima Valley Farm Workers' Clinic worked with OR and WA Medicaid managed care plans to form a pilot using the Waiver. 	Through Medicaid waiver, plans to support FFS through managed care plans

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