



CASE STUDY: GREATER GOOD HEALTH x HEALTH PLAN

“We really appreciate GGH's efforts to work within our somewhat restrictive guidelines. Our patients love our GGH NP!”

- Pop Health Executive

CLIENT CHALLENGE

Blue Shield of California required support for a provider group, who had a culture of operating in a FFS mindset. Because there was a significant Medicare Advantage population paneled to this provider group, Blue Shield tapped GGH's expertise and experience.

COLLABORATIVE SOLUTION

- We engaged in a 3-way partnership between the health plan, medical group, and ourselves.
- Greater Good Health NPs are embedded in the practice alongside the medical group's care team; we also see patients via telehealth.
- While co-creating a program between any health plan and provider group can be challenging, GGH's team took the lead and facilitated discussions around responsibilities, data exchange, communications, and operations – allowing for a seamless, collaborative workflow.
- Beyond the initial scope of completing annual wellness visits on behalf of these providers, we have added quality care gaps, ACO patients, and annual screenings.

POSITIVE EXPERIENCE

- Because GGH's augmentation, we see an improved relationship between health plan and medical group; and overall physician satisfaction



“TRULY COLLABORATIVE”

- Client's geography and labor market was challenging, but GGH delivered
- 30% AWW completed in just first 4 months of project across MA population
- 95% coding accuracy rate
- 99% HCC re-evaluation rate
- Program renewed for 2023