



Physician Group Incentive Program

Collaborating to improve health care processes and outcomes

Blue Cross Blue Shield of Michigan is working with physician organizations across Michigan to transform health care in the state through the Blues' Physician Group Incentive Program.

PGIP is open to physicians participating in Blue Cross Blue Shield of Michigan's PPO and Traditional networks. The program includes approximately 16,400 primary care physicians and specialists in Michigan who collaborate on initiatives to transform their practices and improve the health care system.

Benefits to physicians

Participating in PGIP puts you on the leading edge of health care transformation efforts nationwide. The program is nationally recognized for its innovations, achievements and progress in improving quality of care.

PGIP facilitates positive change through various initiatives and rewards to physician organizations and physicians for improving health care delivery. BCBSM distributes incentive dollars from the PGIP reward pool to PGIP physician organizations twice annually.

Physicians and specialists have additional reimbursement opportunities based upon their performance and participation in certain initiatives.

Impact on patients

Together, PGIP physicians provide care for nearly 2 million BCBSM members. Even more important, the care processes developed within the PGIP community are having a positive impact on all Michigan residents.

“PGIP has personally energized, inspired and supported me in transforming systems and processes in my own office. Working with PGIP leadership, I feel we truly are partnering together not only for the benefit of the citizens of Michigan but for the entire country.”

— **Gregg Stefanek, D.O.**
Gratiot Family Practice



VALUE Partnerships

How to join

You must be part of a physician organization that has a contract with BCBSM to participate in PGIP. There are currently 40 POs covering every geographic location statewide.

If you're an individual physician who would like to join PGIP...

- Contact your provider consultant.
- Not sure who that is? Go to bcbsm.com/provider.
 - Click on *Contact Us* in the left-hand column.
 - Select your provider classification.
 - Click on *Provider Consultants (BCBSM)*.

If you represent a physician organization and would like to join PGIP...

- Go to bcbsm.com/provider.
 - Click on *Value Partnerships* in the left-hand column.
 - Click on *Physician Group Incentive Program*.
 - Click on *Join* at the top of the page.
- For more information, contact the Value Partnerships team at providerpartnerships@bcbsm.com.

Frequently asked questions about the Physician Group Incentive Program

Q. What kind of quality improvement initiatives can doctors participate in?



Initiatives range from information technology-focused initiatives, such as developing patient registries, to patient-centered medical home capabilities, such as extended hours and 24-hour telephone access. PGIP also includes condition-specific initiatives designed to improve patient outcomes.

Q. Do I receive incentive dollars directly?

BCBSM distributes incentive dollars to the physician organizations to further the objectives that the POs have agreed to work on with their PGIP member physicians. Each physician organization determines how to allocate these dollars to best meet the shared goals of improving health care systems and processes. Physicians and specialists also may earn higher fees for participation and performance.

Q: What are some program results to date?

We've been particularly successful in improving the care of patients with chronic conditions and in reducing health care costs. For example, PCMH practices continue to have fewer inpatient admissions and emergency room visits than non-PCMH practices. PGIP's Radiology Management Initiative saved more than \$26 million in 2010 through more appropriate use of radiology services.

Q: What makes PGIP different from other physician incentive programs?

With PGIP, the physicians and physician organizations join forces with Blue Cross to share ownership of the program. The POs have control over the sharing of information, and they lead the health care transformation efforts.

Q: How do I decide which physician organization to join?

You'll want to research the physician organizations you're considering. Ask questions to determine if the PO is the right fit for you.

