



## Provider Partners Health Plan

[Provider Partners Health Plans](#) (PPHP) offers a Medicare Advantage Institutional Special Needs Plan (I-SNP) and an Institutional Equivalent Special Needs Plan (IE-SNP) designed specifically for individuals enrolled in Medicare and residing in either a long term care setting or an assisted living environment. Executive Chair and Founder, Dr. Scott Rifkin, has owned post-acute and long term care facilities since 2003, having come to the industry first as a Medical Director in the early 1990s. Based on his experience with other HMOs, he decided to launch a provider-sponsored health plan to align SNF financial incentives with enhanced clinical capability and maximizing quality of care. PPHP's program allows the facility to participate fully in the revenue share derived from improved care and outcomes.

PPHP is owned and managed by professionals who have vast experience in both the provider side of the relationship – including physician care, care management, long term care, assisted living, home health, and senior living – as well as the risk bearing side of a Medicare Advantage entity. The purpose is to align the two, eliminate barriers between them, and achieve better care, better outcomes, and shared savings.

### Business Model

PPHP offers a Pay for Performance (P4P) agreement with its provider partners through which financial incentives are aligned to work hand in hand with the clinical team to improve the quality of care for the members and lower unnecessary hospitalizations. PPHP owners have different percentage ownership in the eight different state PPHP HMO entities, ranging from zero percent (management only) to 100 percent. PPHP uses an outside vendor for Third Party Administration and Pharmacy Benefit Management, and those costs are allocated on an PMPM basis.

Dr. Rifkin also owns an affiliated entity, Provider Partners Care Management, which employs PPHP's clinical team of Registered Nurses (RNs) and Nurse Practitioners (NPs). PPHP also has plan partners who have their own care management entities to provide that particular care. As part of the P4P agreement, facilities receive a capitated payment for Part A and Part B services.

### Experience

In 2005, Rick Grindrod, PPHP's CEO, launched one of the first provider-sponsored Medicare Advantage Plans in 2005, growing it to 5,000 members. PPHP began serving members in Maryland in 2016, and now PPHP, its related administrative service entity, and care management entity operate six I-SNPs and two I-ESNPs in Illinois, Maryland, Missouri, Ohio, Pennsylvania, and Texas. PPHP's experience has been with SNFs, but they plan to extend to assisted living facilities in each market in 2022.

All executive team members come from extensive backgrounds in payor, provider, or both environments. This experience includes large regional nursing home groups, long term care facilities, assisted living facilities, home health agencies, senior living communities, physician practices, care management companies, hospitals, and provider sponsored Medicare advantage plans.

### Performance

PPHP has both internal and external resources to assist with completing all applicable state HMO and CMS applications. The typical model of care ratings for PPHP is 100 percent for all plans.



## **Capabilities and Support**

PPHP has in-house employees and also supplements with a Third Party Administrator and Pharmacy Benefit Manager. PPHP engages 100 percent with its facility clinical partners in the design and implementation of its Model of Care. Clinical partners must be engaged in the plan for it to be successful. PPHP's program design is flexible based on the unique needs of each facility and supports the change management necessary to execute the required culture change specific to each facility's needs.

## **Other**

Facilities that partner with PPHP say that having the program in place is a draw for prospective residents. Along with the improved care and communication, residents form a bond and relationship with the NP and RN who are onsite at the facility. This promotes good physical and mental health. There is also a concierge component of the program that offers onsite podiatry, audiology, eye doctors, and transportation. Having these services onsite is preferred by the residents and limits the need and expense for care outside the facility. PPHP is dedicated to delivering a high quality of care and experience for our members and doing so in complete collaborative partnership with our partner facilities. We have the experience on both the provider side and the insurance company/HMO side to bring success to both.

## **Contact information**

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