

From: Jane Conley
Sent: Monday, June 08, 2015 4:49 PM
To: KEELING Ryan W * DCBS
Subject: Trillium/Centene

Dear Mr. Keeling:

I have worked in the healthcare field for 40 years, the last 30 managing medical practices of various sizes and specialties. Seven years ago I moved to Oregon and began working with Springfield Family Physicians. I was immediately impressed with the way this community cared for its Oregon Health Plan (OHP) patients, whose coverage was managed by LIPA, now Trillium CCO. I've never experienced a better managed Medicaid program. Trillium provides tremendous resources to provider offices to assist them in developing preventive care programs and resources such as integrated behavioral health services. They have managed their administrative costs at a rate far lower than most insurance plans, returning 92% of revenues to providers while covering a patient population that tends to have more healthcare needs than those covered by commercial plans.

I often hear primary care providers comment that the CCO should pay providers more money. My experience has been that payments to care for our OHP patients has been more than adequate, and sometimes very good. We have taken advantage of a number of programs offered by Trillium and as a result our practice was one of the first Patient-Centered Primary Care Homes in the State and continues to lead in many innovative ways designed to achieve the Triple Aim – better health outcomes, better patient experience and lower cost.

Revenues for Trillium have tripled over the past several years. That is because the number of OHP patients in Lane County has risen from around 33,000 in 2012 to over 90,000 today. Funding from the state is “per OHP member”, so the revenues follow the number of members in the CCO. Trillium has had to adapt to very rapid growth while complying with many more complex demands, including the accumulation of large “reserves”, or savings. At the same time they are investing in the community by providing additional payments to providers for accepting new OHP members, funding prevention initiatives aimed at preventing tobacco use and obesity and providing grants to help primary care clinics integrate behavioral health and behavioral health clinics integrate primary care.

The sale of Trillium to Centene provides an opportunity for Trillium to enhance its services to the local community at an accelerated pace. Centene has much to offer in the way of technology and specialty services. Trillium is without the resources it will take to create the infrastructure required to take our community to the next level of integrated care. We should welcome this resource and work with them, not against them.

Jane Conley
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