



# Connections

- a BridgepointMD publication – advancing specialists within value-based care -

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Volume 1 Edition 1



**Peter Lougee**

## CEO Corner

Welcome to *Connections*, a BridgepointMD publication intended to keep our partners up to date on all that is value-based care and more.

Standing up this company and launching our first initiative – offering our proprietary model to specialty physician practices to manage Medicare’s extended Bundled Payments for Care Improvement Advanced (BPCI-A) program has been a daunting but exciting task.

We are pleased with our accomplishments with the launch of this BPCI-A line of business. In less than 3 months, we secured agreements with over 70 practices throughout 20 states to make application to CMS to get updated claims and model specific data. Our projected future performance savings/payout to groups and net profit to BridgepointMD came in over 400% above our initial benchmark projections due to strong specialist engagement & demand for our model.

**What’s Next?** You can depend on us to keep you updated every step of the way throughout the intervening months as we await the data from CMMI/CMS. Milestones are:

**September 2023.** We anticipate receiving baseline data and preliminary target prices for all clinical episode categories from CMMI/CMS in early September 2023. Once we receive that data, we will re-run our analysis to determine the viability of your practice participating in the BPCI-A model.

**September & October 2023.** We will reach out to schedule a videoconference in late September and throughout October 2023. We will meet with the decision makers of each group to review our updated analysis, enabling you and your leadership team the ability to make an informed decision about participation.

**December 4, 2023.** We will need your decision prior to December 4, 2023, regarding your desire to participate as we will need to submit your Model Year 6 Participation Agreement and Participant Profile by then. As always, you can depend on us to complete all this paperwork for you.

**January 1, 2024.** Participation in the Program begins.

We will be offering updates to you throughout this entire period in addition to offering webinar workshops for you to keep you up to date on all pertinent topics, preparing you as best we can for a successful experience with BPCI-A.



## Investing in BridgepointMD

The BridgepointMD Board of Directors is currently gauging the interest of our physicians & others in participating in our initial capital raise.

To that end, BridgepointMD hosted its first Zoom presentation regarding this investment opportunity with the BridgepointMD Simple Agreement for Future Equity (SAFE) platform on June 27, 2023.

Peter Lougee, President & CEO summed up the call indicating, *“We reviewed our actual BPCI-A projected performance-based revenue proformas and other strategic engagement opportunities outside of BPCI-A that will allow BridgepointMD to be a best-in-class, plug and play, tech-enabled value-based platform providing solutions to specialty physician practices relieving fee-for-service pain points.”*

If interested in learning more about this investment opportunity, please email [info@bridgepointmd.com](mailto:info@bridgepointmd.com) for additional information.

## BridgepointMD Shareholders Claim Your Shares

As everyone should be aware by now, our definitive purchase agreement with Physicians Integrated Network, LLC (“PIN”) transferred select APEX assets, entities, and the affiliated physician network to BridgepointMD.

In connection with this transaction, BridgepointMD facilitated the issuance of BridgepointMD equity, based on equity held in PIN, through Carta, a technology company that specializes in helping companies and investors manage their equity. Many of those who were issued BridgepointMD shares have not yet claimed them. You should have received a notification from Carta about how to do this and we encourage you to do this as soon as possible.

If you have never received an email from Carta (be sure to check your spam folders) you can reach out to Joe Murray at [jmurray@bridgepointMD.com](mailto:jmurray@bridgepointMD.com) for guidance.

Also, please feel free to assist us in keeping our records up to date by emailing us your current affiliated practice name, practice administrator’s name, addresses and phone numbers.

## Visit our website!



Our newly refreshed website can be found at [www.bridgepointmd.com](http://www.bridgepointmd.com). Visiting this site can better inform you about who we are and what our vision is to advance specialist physicians within value-based care.

Get familiar with our Board of Directors, Executive Leadership Team, the services we provide, etc.

## Growing the best-in-class value-based Specialist platform.

**2637**

Specialists

**333**

Practices

**27**

Specialties

**20**

States

**1**

Goal

Advancing Specialists within Value-Based Care

## Coming Soon...



In our quest to be a leader in providing value to our network and clients, we also strive to educate on all that is value-based care. To that end, we are currently building out our Bridgepoint University on our website which will showcase useful information about value-based care, where it's going, new offerings, etc. We'll have educational materials, papers, videos, blogs, etc., which will keep all informed of the state of value-based care in the US.

## A Message from our Chairman



*Jim Gera*

We are excited about the future at BridgepointMD. In less than six months we have launched the company, hired a highly experienced and successful executive team, grown from 800 to 2,600+ physicians, and significantly outperformed our engagement in the CMS BPCI model. We have begun expanding

beyond the eight specialties eligible for BPCI into opportunities for the broader range of specialties.

At the forefront of our planning is a Total Cost of Care solution leveraging an all-payer gainshare model for physicians. This will allow physicians to create financial incentives by driving down costs in areas such as supplies, operating room time, sterilization, etc. and is a great fit with physicians working in a hospital setting and can offer opportunities in an ASC setting. This is NOT a GPO. Additionally, our other two founders, Will Harrill, MD and Harriett Flowers along with our team here at BridgepointMD are “knee-deep” into the details with a major payer in North Carolina on a prior authorization mitigation tool which will automate much of the process, eliminate unnecessary and redundant parts of the process, and enhance the peer-to-peer review. Overall, this solution will increase access to care for patients and reduce your administrative burden.

We have begun working on transitioning our BPCI capabilities to opportunities in the ACO, Medicare Advantage, and Direct to Employer space with the intention of broadening the number of specialists participating. This work is in its early stages; however, we are highly encouraged by the overall market reception. In addition, CMS is seeking feedback on new episodes of care models starting in a few years.

We look forward to hearing from you and welcome any feedback, thoughts, or suggestions. We are excited about the current and future opportunities and know a network of highly engaged physicians can accomplish anything. Feel free to reach out to any of us here at BridgepointMD.



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<https://www.linkedin.com/company/bridgepointmd/>