



Project ECHO™
Center for Medicare & Medicaid Innovation
(CMMI) Project Abstract

Project Goals:

1. To use the ECHO model to enhance the quality of care and reduce total cost by at least 3.5% for 5,000 high-need, high-cost Medicaid beneficiaries in New Mexico (2,500) and Washington (2,500).
2. To enhance overall primary care capacity to diagnose and provide best practice treatment for all members in the top 7-10% of risk for future expenditures among participating managed care organizations (MCOs) in New Mexico and Washington.

Project Description:

The CMMI project seeks to leverage the innovative care delivery model known as Project ECHO to increase access, improve quality, and reduce the costs of care for high-risk Medicaid beneficiaries in two states, New Mexico and Washington. The ECHO model enables primary care providers to access timely specialty consultations from a multidisciplinary team of specialists based in an academic medical center. Consultations occur in the context of weekly clinics held via video-conference through which primary care providers participate in ongoing virtual case-based management and didactic presentations.

In each of the two states, the ECHO model will address clinical conditions salient to caring for the high-need, high-cost Medicaid populations. The CMMI project will include one clinic dedicated to complex care for patients with significant multi-morbidity, and

***PROJECT
ECHO™
MISSION***

To expand the capacity to provide best practice care for common and complex diseases in underserved areas and to monitor outcomes.

additional clinics focused on chronic pain, integrated addictions and psychiatry, and other clinics as needed. For the Complex Care Clinic in particular, this project will leverage the ECHO model to develop a primary care workforce with specialized capacity to treat patients with complex needs. This new type of provider, referred to as an “outpatient intensivist,” has the potential to dramatically improve care and reduce costs for the Medicaid beneficiaries experiencing high utilization of services.

Partnerships with multiple Medicaid MCOs in New Mexico and Washington are very important to the success of this project. Participating MCOs are required to pay primary care providers for presenting patients in ECHO clinics and to compensate the multidisciplinary team of specialists at the academic medical centers for consultative services. In addition, a mechanism for

Medicaid to reimburse ECHO for its administrative services will be developed and implemented as an outcome of this project.

Total Budget and Use of Funds:

Funds will be used to support the project in both New Mexico and Washington State.