

DEPARTMENT OF HEALTH AND HUMAN SERVICES
OFFICE OF DIRECTOR

ACTION REFERRAL

TO <i>Myers / Hamblin</i>	DATE <i>7-28-10</i>
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DIRECTOR'S USE ONLY		ACTION REQUESTED	
1. LOG NUMBER <i>000046</i>	<input type="checkbox"/> Prepare reply for the Director's signature DATE DUE _____ <input type="checkbox"/> Prepare reply for appropriate signature DATE DUE _____ <input type="checkbox"/> FOIA DATE DUE _____ <input checked="" type="checkbox"/> Necessary Action		
2. DATE SIGNED BY DIRECTOR			
<i>cc: Dps</i> <i>Change to K/A per Annive</i> <i>on 6/17/11.</i>			

APPROVALS (Only when prepared for director's signature)	APPROVE	* DISAPPROVE (Note reason for disapproval and return to preparer)	COMMENT
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JUL 29 2010

1 OF 2 PAGES

Palmetto Physician Connections

A South Carolina Medical Home Network

RECEIVED

July 26, 2010

JUL 28 2010

Department of Health & Human Services
OFFICE OF THE DIRECTOR

Ms. Beverly Hamilton
Director, Division of Care Management
South Carolina Department of Health and Human Services
P.O. Box 8206
Columbia, South Carolina 29202-8206

RE: Request for Consideration to Participate in the Medical Homes Network (MHN) Program

Dear Ms. Hamilton:

Please let this letter serve as Palmetto Physician Connections' formal request for consideration to participate in the Medical Homes Network (MHN) program as a Care Coordination Services Organization. We are confident that expanding the primary care case management service delivery model will be an asset to the Medicaid managed care program as it transitions to a mandatory managed care environment.

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Palmetto Physician Connections is a South Carolina medical home network with the sole purpose of providing quality healthcare within a managed care framework, in a cost effective manner. Palmetto Physician Connections will accomplish this through its business strategy which lies in its fundamental commitment to promoting access and emphasizing prevention and wellness, as well as treatment.

Palmetto Physician Connections is committed to and focused on providing quality healthcare to its membership. The fostering and creation of partnerships with government, health care providers and community based organizations, coupled with the grass roots efforts in the promotion of the health care services offered are essential components to establishing and maintaining a successful medical homes network. Simply stated, Palmetto Physician Connections stands ready to fully execute and deliver on the goals of the Medical Homes Network program, which are:

- 1) *Establish medical homes for Medicaid beneficiaries to promote continuity of care and improve care coordination for beneficiaries.*
- 2) *Emphasize wellness and prevention to improve quality of life.*
- 3) *Provide 24-hour access to a licensed healthcare provider.*
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Cesar D. Martinez

As the corporate chief executive, I will rely on over 14 years of experience in health plan operations and will be ultimately responsible for the success of the Medical Homes Network managed care program South Carolina. Responsibilities will include effective implementation and monitoring of the activities of

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Felicity Costin Myers, Ph.D., Deputy Director, SC DHHS

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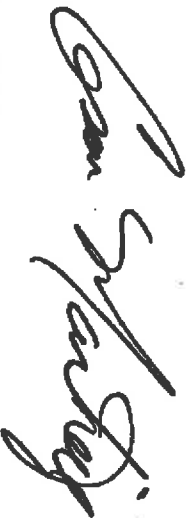
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CC: Emma Fortner, Director, SC DHHS
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TO Myers	DATE 7-28-10
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1. LOG NUMBER 000046	<input type="checkbox"/> Prepare reply for the Director's signature DATE DUE _____
2. DATE SIGNED BY DIRECTOR cc: Dops, Ms. Forkner 	<input checked="" type="checkbox"/> Prepare reply for appropriate signature DATE DUE 8-6-10 <input type="checkbox"/> FOIA DATE DUE _____ <input type="checkbox"/> Necessary Action

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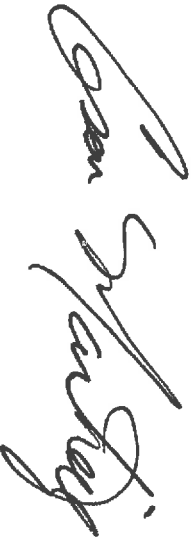
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Location of Network and Basic Network Structure.

Palmetto Physician Connections has identified nearly 1,800 primary care providers state-wide (in all 46 counties) that its team will reach out to in the development of a primary care network for this Medical Homes Network. As part of this network development, we will seek to partner with the states federally qualified health centers and rural health centers statewide.

The basic network structure will be range of primary care providers and OB/GYNs. Please note that the OB/GYNs will be allowed to function as primary care providers when appropriate. In addition to OB/GYNs, Palmetto Physician Connections will be comprised of family physicians, pediatricians, internal medicine physicians, general practitioners, mid-level providers (NPs and PAs) and will work with hospitals statewide and other specialists.

Palmetto Physician Connections will also look to have agreements with its network of providers that offers an administrative fee paid to the provider on a per member per month basis for enrolled members. In addition to the administrative fee, Palmetto Physician Connections will offer a quality based shared savings incentive with the providers in the network.

Ms. Beverly Hamilton
Director, Division of Care Management
July 26, 2010
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Primary Contact

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President and CEO
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Greenville, SC 29609
(864) 346-4153
Cesar@PalmettoPhysicianConnections.com

Palmetto Physician Connections looks forward to a relationship with the South Carolina Department of Health and Human Services, which undoubtedly will expand service delivery to its Medicaid beneficiaries and service to the community. Please do not hesitate to e-mail or call me at Cesar@PalmettoPhysicianConnections.com or (864) 346-4153 or if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Cesar Martinez", written in a cursive style.

Cesar D. Martinez
President and CEO

CC: Emma Forkner, Director, SC DHHS
✓Felicity Costin Myers, Ph.D., Deputy Director, SC DHHS