

DPC HEALTHCARE MODEL

DOMINIQUE
WIRTH

OVERVIEW

WHAT IS DPC?

- Definition
- DPC vs Concierge
- By The Numbers

PROS & CONS

- Physicians
- Patients
- Employers

FUTURE

- Legislation

WHAT IS DPC?

Direct Primary Care (DPC) is an innovative alternative payment model improving access to high functioning healthcare with a simple, flat, affordable membership fee. No fee-for-service payments. No third party billing. The defining element of DPC is an enduring and trusting relationship between a patient and his or her primary care provider.



WHAT IS DPC?

Direct primary care agreement" means a contract between a primary care provider and an individual patient or his or her legal representative in which the health care provider agrees to provide primary care services to the individual patient for an agreed-upon fee and period of time.

A "direct primary care" practice:

1. Charges a periodic fee for services
2. Does not bill any third parties on a fee for service basis
3. Any per visit charge must be less than the monthly equivalent of the periodic fee



DPC VS CONCIERGE

Concierge	DPC
<ul style="list-style-type: none">• Fees range from \$101 - \$225 per month• Skew upper middle class, with household earnings of \$125,000 - \$250,000 per year• Largely primary care services• Bill insurance	<ul style="list-style-type: none">• Fees range from \$25 - \$85 per month• Typically Generation X and Millennial with household earnings below \$100,000 per year• Primary, preventative, urgent care, chronic disease management and wellness support• No insurance required or used

BY THE NUMBERS

1,500

PHYSICIANS

\$70

AVERAGE MONTHLY
MEMBERSHIP

99.5%

COLLECTION RATE

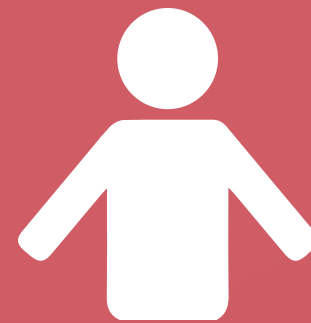
25%

MEDICAID SAVINGS

PROS



Physicians



Patients



Employers

PHYSICIANS

- Low overhead
- No medicare or insurance billing
- Flexibility
- Salary
- Relationships



**DR. BRIAN
FORREST**

"I wanted to find a way to practice medicine without the hassles and pressures of managed care. I also wanted to find a way to reduce fees significantly for uninsured and underinsured patients."

PATIENTS

- Longer visits
- Better access
- Low costs
- Better relationship with physician
- Continuity and adherence to treatment guidelines

EMPLOYERS

\$

CONS

- Pediatrics & vaccines
- Qliance failure
- The regulatory framework
- Current trends in care management
- Out-of-network referrals
- Staffing

LEGISLATION

The Primary Care
Enhancement
Act

25 States with
enacted DPC
legislation

RESOURCES

- Interview with Dr. Brian Forrest, MD
- <http://www.businessinsider.com/direct-primary-care-no-insurance-healthcare-2018-3>
- <https://conciergemedicinetoday.org/2016/01/27/trending-story-price-shaming-dpc-vs-concierge-medicine-s-horner/>
- <https://www.dpcfrontier.com/>
- <https://www.aafp.org/fpm/2007/0600/p19.html>
- <https://stateofreform.com/featured/2017/05/lessons-qliance-closing-doors/>
- <https://www.dpcare.org/>
- <http://www.businessinsider.com/how-employers-could-use-direct-primary-care-2018-3>
- <https://www.aafp.org/fpm/2016/0900/p12.html>

QUESTIONS?

