

# Sharp Community Medical Group

*A proud physician owned and led organization*





# Why choose

## SHARP COMMUNITY MEDICAL GROUP?

### Largest Independent Practice Association in San Diego

Sharp Community Medical Group's network in San Diego County comprises almost 1,000 physicians, including over 700 specialists representing 30 different specialties. With over 350 locations, our service area stretches from Temecula and Murrieta in Southern Riverside County south to the border, and west from the beach communities to Alpine and Campo in East County.



### Elite Hospital Partners

#### *Sharp HealthCare*

Sharp HealthCare is the recognized health care leader in San Diego. Sharp HealthCare's acute-care hospitals scored top marks in Leapfrog's national safety grade survey. All hospitals — Sharp Chula Vista Medical Center, Sharp Coronado Hospital, Sharp Grossmont Hospital and Sharp Memorial Hospital — received an A.

#### *Palomar Health*

Palomar Health Medical Centers in Escondido and Poway were named amongst the World's Best Hospitals by Newsweek, and as "Best Regional Hospital" by U.S. News & World Report.

### Largest Contracted Urgent Care Network

We contract with over 20 urgent care locations throughout our service area, including Marque Urgent Cares, which offers Virtual Urgent Care visits 7 days a week from the convenience of your smartphone, tablet or computer. With Marque Urgent Care you can schedule virtual or in-person visits and view location wait times online.

## Proven History

We have over 30 years of experience in the managed care market. From 57 independent primary care physicians in 1989, Sharp Community Medical Group has steadily grown its network to almost 1,000 primary and specialty care physicians with an annual revenue of over \$350 million. Sharp Community Medical Group supports physicians in the way you want to practice. From being part of a solo practice to a large group practice or to being employed - we have a model that is right for you.



## Recognized for Providing Highest Quality Care



### *IHA Excellence in Healthcare Award*

The Integrated Healthcare Association's Excellence in Healthcare Award recognizes provider organizations that earn strong results in clinical quality and patient experience measures while effectively managing costs. To achieve this recognition, provider organizations must perform in the top 50th percentile in clinical quality, patient experience, and total cost of care.

Of the nearly 200 participating provider organizations across the state, 27 met IHA's Excellence in Healthcare performance standards.



### *APG's Standards of Excellence Award*

Sharp Community Medical Group achieved "Elite" status – the highest level of recognition in the America's Physician Groups Standards of Excellence Program.









### *5-Star in Patient Experience*

Recognized by the State of California's Office of the Patient Advocate for providing the top patient experience.

# Sharp Community Medical Group Network

## Acute Care Hospitals:

-  Sharp Chula Vista Medical Center
-  Sharp Coronado Hospital
-  Sharp Grossmont Hospital
-  Sharp Memorial Hospital
-  Palomar Medical Center Escondido
-  Palomar Medical Center Poway

## Specialty Care Hospital:

-  Sharp Mary Birch Hospital for Women & Newborns






## Medical Centers:

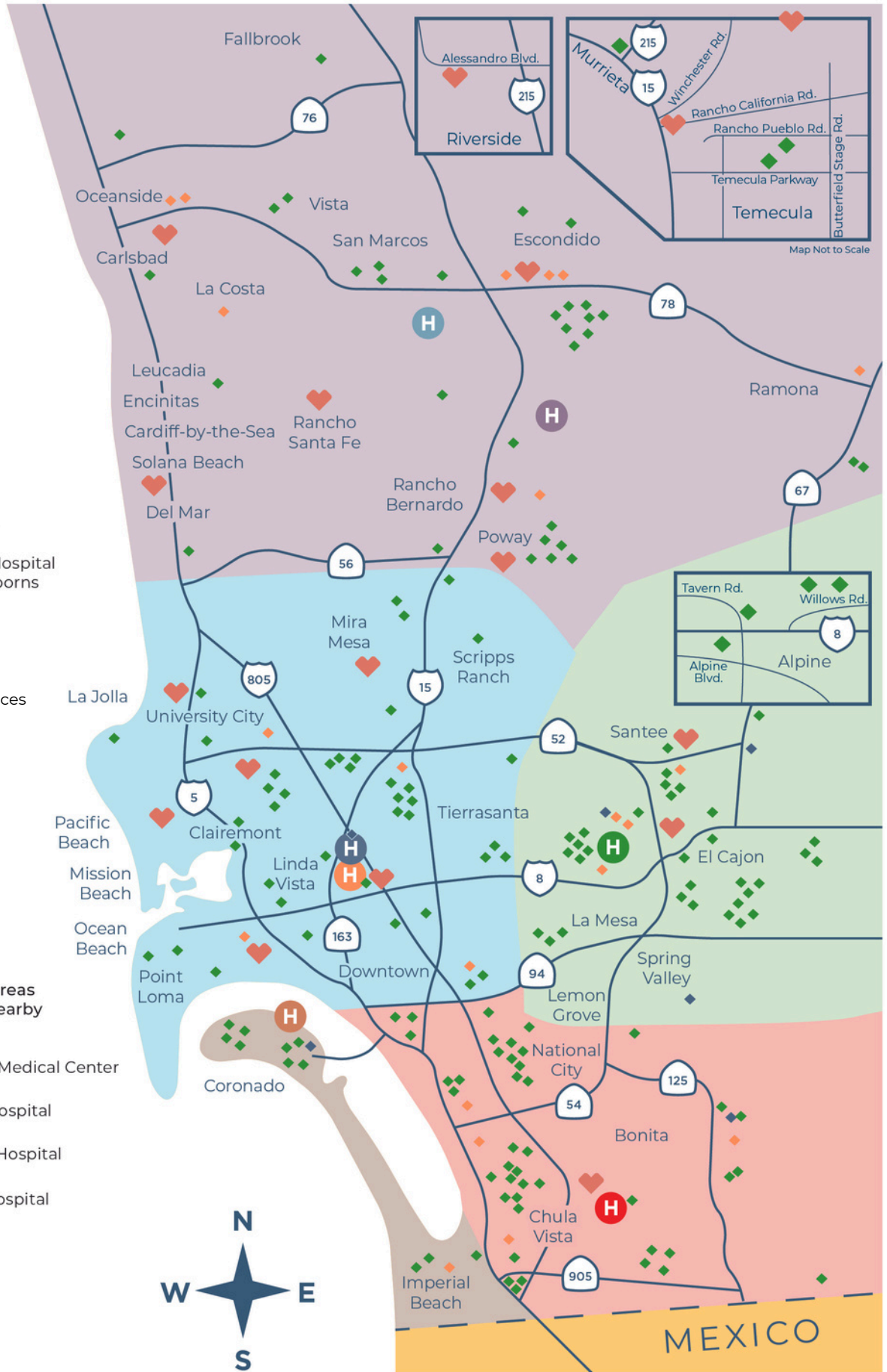
-  Sharp Community Primary Care Practices
-  SharpCare Medical Group

## Other Care Locations:

-  Urgent Care Centers
-  MinuteClinic (inside CVS)

Doctors in the shaded areas are affiliated with the nearby acute care hospitals:

-  Sharp Chula Vista Medical Center
-  Sharp Coronado Hospital
-  Sharp Grossmont Hospital
-  Sharp Memorial Hospital
-  Palomar Health





*Our reach expands to more than 36 communities within San Diego and southern Riverside counties.*

- Alpine
- Campo
- Chula Vista
- Clairemont
- Coronado
- City Heights
- Del Mar
- Downtown San Diego
- El Cajon
- Encanto
- Encinitas
- Escondido
- Fallbrook
- Hillcrest
- Imperial Beach
- Kearny Mesa
- La Jolla
- La Mesa
- Lakeside
- Linda Vista
- Logan Heights
- Mira Mesa
- Mission Valley
- Murrieta
- National City
- North Park
- Oceanside
- Pacific Beach
- Paradise Hills
- Point Loma
- Poway
- Ramona
- Rancho Bernardo
- Rancho Penasquitos
- San Diego
- San Marcos
- Santee
- San Ysidro
- Scripps Ranch
- Spring Valley
- Temecula
- University City
- Valley Center
- Vista



*Our physicians are as diverse as the communities they serve.*

We serve all communities in San Diego and our doctors combined speak over 25 additional languages including:

- |            |           |           |
|------------|-----------|-----------|
| Spanish    | Kannada   | Ukrainian |
| Tagalog    | Arabic    | Pashto    |
| Vietnamese | German    | Hungarian |
| Hindi      | French    | Chaldean  |
| Urdu       | Mandarin  | Nepali    |
| Russian    | Malayalam | Italian   |
| Telugu     | Persian   | Chinese   |
| Farsi      | Cantonese | Gujarati  |
| Portuguese | Hebrew    |           |

# FINANCIAL INCENTIVES



## *Performance Incentive Program*

We offer a competitive compensation package with additional value-based incentives for performance.

## *Managed Care (HMO) Contracts*

- Aetna
- Anthem Blue Cross
- Blue Shield of California
- Cigna
- Health Net
- Health Net Seniority Plus
- Sharp Health Plan
- Sharp Health Plan Medicare Advantage – Exclusive relationship with this 5-Star plan
- UnitedHealthcare
- UnitedHealthcare Medicare Advantage

## *Clinically Integrated Network*

Through the Clinically Integrated Network (CIN), physicians can receive higher fee-for-service rates on CIN contracts.

## *New Provider Salary Support*

We provide a salary support program to help providers grow their patient panels and eliminate the financial barrier of choosing independent practice.

# FOCUS HEALTH



FocusHealth Medical Group, is a multi-specialty physician group, wholly committed to advancing the healthcare experience for patients by merging expertise and resources to elevate patient care to new heights. FocusHealth is proud to be part of the greater Sharp Healthcare Family as a member of Sharp Community Medical Group (SCMG).

Under the SCMG umbrella, FocusHealth offers an alternative model of practice that is a hybrid between independent and employed, where the physicians have the autonomy to practice the way they want to practice, but are supported in administrative tasks and burden. Whether you are a practicing physician looking to relocate or a medical resident, there are opportunities with the flexibility to fit your individual needs as well as a competitive compensation and benefits package.



## *Why Join FocusHealth?*

- Continued revenue stream
- You're in control of productivity and income growth
- Economies of scale
- Increased fee-for-service rates and decreased insurance and supply costs
- Growing Value-Based revenue streams and business ventures
- Decreased administrative burden and professional liability
- Succession planning and practice continuity
- Access to capital
- Centralized administrative expertise
- Integrated Electronic Medical Records



## HOW WE CAN SUPPORT

# Your Practice

## METIS PRACTICE SOLUTIONS

Metis Practice Solutions is a wholly owned subsidiary of Sharp Community Medical Group providing practice management support you can trust.

Metis Practice Solutions' mission is to help small, independent practices navigate the business of medicine, so they can return their focus to the practice of medicine.

### Most Requested Services:

Billing and Coding

MIPS/CIN Quality Reporting

Practice Management

- Day-to-day Operations
- Employee Leasing
- Staff Oversight & Training
- Hiring & Onboarding
- Performance Management
- Compensation & Benefits
- Facilities Management



*"Having Metis in my corner has enabled me to stay focused on patient care."*

– Elizabeth Salada, MD  
Internal Medicine

### Ambulatory Case Management

We have a dedicated team of registered nurses to help you manage high touch patients with complex care needs.



### Complex Case Management

This program provides support by telephone and telehealth video visits to members with complex medical conditions that require long-term, ongoing management. Members in this program typically have one or more of the following:

- High-cost, high-risk treatments
- Multiple chronic conditions and illnesses
- Difficulty navigating the health care system and require assistance
- Solid organ and stem cell transplants
- Participation in a clinical trial
- Treatment outside of local area, which requires close coordination
- Use of specialized durable medical equipment



## Centralized Provider Recruitment Platform: Jobvite

Jobvite is an AI-powered recruitment marketing platform that assists with our network recruitment and hiring needs, which is available to our physicians and their practices allowing them to uncover, attract and connect with candidates for improved hiring outcomes and increased recruiting capacity.

## Practice Transformation

The Practice Transformation team works closely with our practices to help facilitate transformative change. We encourage physicians and physician practices to explore the benefits, challenges, and opportunities in improving health outcomes while achieving SCMG's financial and performance goals. We aim to build practices' overall capacity for ongoing and sustainable change to become a high-performing medical group.

## Patient Experience

The SCMG Patient Experience Team (PX Team) plans and implements strategies to achieve group and payor patient experience goals. The team works together to identify opportunities for improvement and drive positive change by promoting best practices, physician and staff coaching, and providing education in a variety of formats.

We analyze physician patient experience data to help with recognition and course correction. By measuring physician and staff patient experience success, we help practices reach and maintain higher standards, which encourages the physicians and their staff to continually perform their best.

# PHYSICIAN GROWTH & DEVELOPMENT

## *Leadership Opportunity*

Sharp Community Medical Group physicians partner outside of the clinical setting to provide expertise, leadership and guidance for our organization's initiatives. By collaborating with each other, the goal is to achieve positive changes to the clinical environment that benefit both physicians and patients.

- **Executive Committee**
- **Finance Committee**
- **Quality of Care Committee**
- **Utilization Management Committee**
- **Regional Advisory Councils**
  - Chula Vista Regional Advisory Council
  - Coronado Regional Advisory Council
  - Grossmont Regional Advisory Council
  - Inland North Regional Advisory Council
  - Metro Regional Advisory Council
- **Professional Advisory Councils**
  - Community CONNECT Advisory Committee
  - Continuing Medical Education Committee
  - Professional Guidance Committee
- **Specialty Advisory Councils**
  - Allergy Advisory Council
  - Dermatology Advisory Council
  - Ear, Nose and Throat (ENT) Advisory Council
  - Neurology Advisory Council
  - Orthopedic Advisory Council
  - Podiatry Advisory Council
  - Primary Care Advisory Council
  - Radiology Advisory Council
- **Strategic Deployment Task Forces**



*"I chose SCMG after being in a large group practice myself to allow me to practice the way I have always envisioned a physician should practice. A personal approach that is unique to me and from the heart and which also allows me the flexibility to balance my life and control how my medical practice is run."*

*- Kevin Considine, DO, Family Medicine*



*"I chose a small independent practice over large group employment because I wanted to have control over the way I provided personalized medical care to the South Bay Community. SCMG supported the start of my career, which has greatly helped me to build my practice and thrive. SCMG continues to offer plenty of support to improve the medical care offered by my practice and opportunity to grow professionally."*

*Choosing a small independent practice has also given me the opportunity for terrific work/life balance. With greater flexibility and control over my schedule, I am able to spend the quality family time that I desire and really be involved in my children's lives."*

*- Joseph Novencido, DO, Family Medicine*

**We keep independent practices  
in San Diego County thriving.**

