

Originally Published: October 15, 2015 2:30 PM **Modified: October 16, 2015 1:46 PM**

## Concerto opening additional clinics for Medicare-Medicaid patients in Detroit

By [Jay Greene](#)

**Concerto Healthcare Inc.**, an Irvine, Calif.-based health care company, is opening its fourth metro Detroit clinic in western Detroit on Oct. 22 to serve the Medicare-Medicaid dual-eligible population in a pilot program overseen by the **Michigan Department of Community Health**.

Over the past two months, Concerto has opened two other clinics, in Center Line and Allen Park, in addition to its existing clinic, the **Kahn Care Center** in Detroit. Each center cost about \$1 million to build and equip.

The four Concerto clinics, which total 32,200 square feet and employ about 200 staff, are the **Center Line Care Center**, 25373 Van Dyke Ave.; **Allen Park Care Center**, 15606 Southfield Road; **West Detroit Care Center**, 15560 Joy Road, Detroit; and **Kahn Care Center**, 7430 Second Ave., Detroit.

Earlier this year, Concerto sold **Fidelis SecureCare of Michigan** to St. Louis-based **Centene Corp.** (NYSE: CNC) for an unspecified amount. The deal, however, did not include Fidelis' clinics in Michigan. The operational pivot in Michigan is intended to focus Concerto on outpatient medical centers, care coordination and chronic disease management services, company officials said.

In a statement, Tim Peterson, chairman of Concerto Health, said: "The ... model addresses both the medical and social needs of its patients, and directly supports Michigan's initiative to provide comprehensive, superior-quality and cost-effective care for the Medicare and Medicaid populations of the state."

Peterson also is managing director of Ann Arbor-based **Arboretum Ventures LLC**, which invested \$20.5 million in **Fidelis Senior Care Inc.** in 2013. At the time, Fidelis planned to expand rapidly in Detroit with up to five clinics, each serving up to 5,000 patients with multiple chronic conditions.

Last year, Fidelis SecureCare of Michigan was one of about eight managed care organizations that won a contract with the state of Michigan for its dual-eligible demonstration Medicare-Medicaid plan program.

While Fidelis no longer oversees the state contract, Centene has contracted with Concerto for medical and behavioral health services for up to 90,000 patients in Wayne and Macomb counties.

Michigan's dual-eligible program will initially serve about 110,000 patients in 25 of the state's 83 counties. There are an estimated 290,000 dual-eligible patients in Michigan, and about 9 million dual-eligible patients nationally, accounting for 13 percent of the total population in the Medicare and Medicaid programs.

For the past decade, Fidelis, now Concerto, has developed expertise managing complex patient populations as a Medicare Advantage HMO, medical center operator and the dual-eligible population.

"We set up Concerto care centers in the center of the communities we serve for those patients who can get to a clinic, but we also provide in-home care for those who can't, and we maintain field care teams for those patients in post-acute settings, such as a nursing home or rehab," said David Tigue, president of Concerto's Michigan Market, in a statement.

Allan Baumgarten, a Minneapolis-based consultant who publishes the *Michigan Health Market Review*, said it isn't surprising Concerto is expanding its clinics in Detroit for dual-eligible population based on a corporate decision to leave Michigan's health insurance markets.

Besides Fidelis of Michigan, Concerto also has sold **Fidelis SecureCare of North Carolina Inc.** and **Fidelis SecureCare of Texas Inc.** to **FHP Insurance Holding Co. Inc.**

Concerto's care centers are staffed by physicians, nurses, social workers, medical assistants and pharmacy staff, in addition to providing social and community services support, patient outreach and health education.

The centers also coordinate care for each patient on a 24-hour basis and provide disease management services.

Care coordination includes in-home care for nonambulatory patients, bedside patient management in-hospital or post-acute settings and management of transitions between care settings. Disease management includes comprehensive preventive screenings, access to non-emergency transportation and prescription drug assistance.

The general contractor was J.A. Stowell Construction Inc. of California and the architectural firm used was MCG Architects. Local labor and vendors were used for the build, Concerto said.

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