

Territory Tips by County 2019

Autauga:

- All doctors are covered except for Dr. Ric Montiel (Alabama Pain mgmt.)
- Baptist Medical Center Prattville is the local hospital
- DMEs: Prohealth, Prattmed are the ones that are the most reliable. Also covered Lincare, Jackson Medsouth. Can get diabetic supplies from Edgepark.

Baldwin:

- Very limited doctors in the South Baldwin area (Orange Beach/Gulf Shores)
- Majority of the specialist are in Fairhope, Al
- If you are searching for a doctor in Baldwin County but cannot find him/her, also check the Mobile county list. There are several doctors from Mobile, that also practice in Baldwin County on designated days.
- We are the only PARTIAL DUAL SNP in this county. We should win on SLMB or QI-1 people every single time. No other plan can touch our benefits on partial duals.
- Amanda Smith (PCP in Foley) will be PAR probably prior to 1/1/19
- The only PCP in Loxley, Dr Berec doesn't take UHC HMO
- Dr. Mcleod (PCP) in Foley doesn't take Humana
- Dr. Lee in Foley (Pain Management) doesn't take UHC HMO
- Dr. Yonge, McColough and Hall in Fairhope do not take UHC HMO
- Dr. Baladiang-Balbanona is listed in the portal as PCP but she is urgent care and doesn't need to have members assigned to her
- Most docs don't like UHC
- Nidal Morrar in Foley does not take UHC HMO
- Do not assign anyone to Sean McBrearty in Fairhope

Blount:

- All of the Me primary doctors in Blount County take new patients since it is a requirement for them to be on the plan.
- Dr. Stephen Avram (Primary only in Open Panel) in Oneonta is very active with Viva does not like to take patients that take pain meds. Short wait times.
- Dr. David Wilson (Primary in Open Panel) and Dr. John Smith (Primary in St Vincent's Closed and Me Panel) in Oneonta have very big practices with very long wait times. Because of this, I do not refer a lot of new patients to them even though they take new patients.
- Dr. William Gibson (Primary SVE and Me Panels) in Snead takes new patients, has been practicing in Blount County for decades and has short waiting times. His nurse's dad has Viva.

Bullock:

- The only PCP in Bullock County (Union Springs) that is not in network is a CRNP Carol Holder.
- Parts of Bullock Co showing a city of Midway reflect the county as Barbour when it is actually Bullock. Make sure you check these in USPS to verify address is truly Bullock Co.
- Dr Rump and Dr Siddiq are currently accepting new patients
- UHC is probably the biggest competitor there. They are only accepted at Dr Sdidiq's office.

Calhoun :

- Dr Michael Sesay, MD—they want more VIVA members
Internal Medicine
256-237-1535
217 7th St E
Anniston (Calhoun) AL 36207
256-848-3443
650 Valley Club Dr
Alexandria (Calhoun) AL 36250
- Dr Nadia McKitty, MD—they want more VIVA members
- Oxford Family Practice—they are commercial only providers for VIVA; NOT Medicare providers
Dr. David Emerson, Dr. David Hopper, Dr. Natalie Lyndell, Dr. Vance Moore

Chilton:

- All doctors covered except for Dr. Ritky Dy.
- ME plan is available here
- Medico is the only DME

Crenshaw:

- Melissa Mikul, CRNP is under Dr. Walker in Luverne. Only two PCP's in this town. Both are in Network.
- We went back to a \$0 premium here this year on Plus plan. Have been \$28 last two years.
- Only SNP in Crenshaw Co.

Cullman:

- Cullman Internal: Only has one doctor that will take new patients: Dr. Nicole Shaw.
- Cullman Primary: All of the following doctors have been added to our network since the practice recently started taking Viva:

BRUMLEVE WALTER B	E43840	Y	256-739-4131	CPC - Family Practice
GOBER JOHN R	D84416	Y	256-739-4131	CPC - Family Practice
JOHNSON JOSEPH T	F57463	Y	256-739-4131	CPC - Family Practice
JOWERS JOSEPH R	H13446	Y	256-739-4131	CPC - Family Practice
MACHEN GERALD M	C72536	Y	256-739-4131	CPC - Family Practice
SHARPTON HOBART JAMIE	E29196	Y	256-734-1012	CPC - Family Practice
TAFAZOLI BAHADOR M	H41842	N	256-739-3912	CPC - Family Practice
BOSTICK BEN G	C72009	Y	256-734-3202	CPC - Cullman Family Practice
COCCIA CHRISTOPHER D	G87053	Y	256-734-3202	CPC - Cullman Family Practice
ELLIOTT ANGELIA D	H05359	Y	256-734-3202	CPC - Cullman Family Practice
MONTGOMERY THOMAS W	C72626	Y	256-734-3202	CPC - Cullman Family Practice
QUINN RANDALL L	I31090	Y	256-734-3202	CPC - Cullman Family Practice
SCHENDEL MICHAEL L	B65887	Y	256-734-3202	CPC - Cullman Family Practice

SHUPE DAVID E	Z77251	Y	256-734-3202	CPC - Cullman Family Practice
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Elmore:

- I can't think of a single Doctor we do NOT have here/strong network
- CRNP Karen Dean (Eclectic) is part of larger Clinic called HSI. Collab PCP is Faison. They love Viva and only take Viva (no other MAPD accepted at this office)
- Doctor's in Elmore Refer patients to Russell Medical in Alexander City and they do not take United Health Care

Etowah:

- Dr. Mu and Dr. Holman are GAP providers (Endocrinologist)
- QOL is now a closed panel (to new patients or to existing members choosing Viva for the first time) until further notice.
- Dr. F. Wayne Kelly is taking new patients and has a very short wait in his office to see patients. He wants us to send him anyone looking for a PCP in Gadsden. He is located downtown close to the courthouse
- Quality of Life is back on board with VIVA and all of the participating doctors should be listed in the portal
- NP Janice Parker is collaborating with par Dr. Lawrence Ware
- Dr. David Hopper is only a VIVA Commercial doctor, NOT Medicare
- Dr. Mary Rutherford, MD—wants more VIVA members
Family Practice
256-344-0065
956 Gilbert Ferry Rd SE
Attalla (Etowah) AL 35954
Open Panel

Geneva:

- Dr. Simmons and Dr. Arnold are the main doctors we have here. Working on Cospers and Kraft who are together. We also have CRNP Norma Hughes under Dr. Rodney Kerns.

Henry:

- Only two PCP's. One in Headland Dr. Rasmussen who is wanting our patients. He is a UAB grad. Also Dr. Bendinger in Abbeville at the SARHA clinic.

Houston:

- Southeast Health also known as Southeast Alabama Medical Center—the biggest hospital does not take UHC. This would apply to Dale, Geneva, and Henry counties as most people come to one of the Dothan hospitals.
- We do not have West Main Medical-Doctors-Frank Crockett, MaryLynn Parker, J. Wes Nelson, John Wessner who are all PCP. Also Dr Steven Harris who is ENT in this practice.
- We have most other PCP's in town.

Lauderdale/Colbert :

- We are on the only zero premium MAPD
- We are the only local MA company that has a permanent location open 5 days a week all year long
- We are the only local MA company that offers bi-monthly educational opportunities for members and the community

- We are the only local MA who has staff with experience calling on over 180 local physicians and CRNPs who has access to those physicians and CRNPs
- We are the only local MA who has staff who has studied and marketed diabetic, respiratory, cardiovascular and gastrointestinal medicines and can assist you with drug equivalencies
- We do not currently have North Alabama Bone and Joint (huge practice) **WE DO HAVE BONE AND JOINT PAR**
- We have received a contract in for Shoals Primary (still pending) – **NOT pending but PAR**
 - Dr. Paul Morris, Dr. Timothy Martin(not practicing due to cancer), Dr. Brad Ginevan, Dr. George Evans, Dr. Galen Kiser, Dr. Alan Billsby, Dr. Darren Bowling, Dr. Lynn Ridgeway, Dr. Faizullah Syed, Dr. Aaron Karr, **Dr. Barry Bradford (not par)**, Dr. Bilal Khan (**NOT PAR**), Dr. Bardya Naeini, **Dr Paul David (Dr Paul Davis NOT PAR sports med)**, Dr. Carlos Liotta, Dr. Javar Jones (**Dr Javar Myatt-Jones is PAR**), Dr. Carol Davis (Carol Davis CRNP is par under Dr Brad Ginevan), **Dr. Terance Hard (Dr Terence Hart is par)**, Dr. Amy Clark,
 - This group admits to Hellen Keller (non par) and Shoals Hospital (par), therefore they will need to use Shoals for their services.
 - Hellen Keller hospital is not par with us at this time and will not be anytime soon (part of Huntsville Hospital).
 - **Pain Management closest provider is Dr Shikhthholth in Decatur,AL (no pain management in Flor territory as of Oct 15 2018)**
 - **Only full time dermatologist that is supposed to be par but not in portal is Dr Welborn**
 - **Tennessee River Dermatology is NOT par - (Dr. Michael Webb, Dr Joseph Hanson, Dr Brian Thomas, Molly Johnson MSN, FNP-C – ALL NOT PAR)**

Lee:

- Chambers County is not in our service area, but EAMC (approved facility in Lee County) has a satellite hospital in Valley , AL . It is very confusing to members that they can only go to the Opelika facility.
- Dr. Fagan is an EAMC family medicine physician but not in our network because his office is in Chambers County. He is employed by EAMC that has main facility in Lee County that is part of our network,
- Dr. Fuller in Opelika is not in our network.
- We are the only SNP in this county and the only \$0 premium plan for our normal (Plus) plan.

Lowndes:

- One PCP in Lowndes, Dr George Thomas. He works out of the HSI clinic there. (Health Services Inc) and he is par.

Macon:

- Do not have Plus Plan here.
- We do not have the quality of life there contracted anymore
- Optometrist Doctor Charles Bell will file for eyeglasses and his wife is a dentist in the same practice that will File for dental
- Dr. Deannah Maxwell wants new Viva patients

Mobile:

- If a potential member says that they see doctors at USA Hospital (University of South Alabama), and you cannot find their doctor, they could be seeing a resident or a PA. Verify this and if true, find out who the credentialed physician is they work under. Most likely they will be PAR. Almost all docs at USA are PAR.

- Dr. Kristina Ray (PCP) practices at a secondary location at the Wilmer Medical Clinic (6353 2nd St, Wilmer, AL). Viva members may only see her as their PCP at her primary location at 610 Providence Park Dr E, because her secondary location has a different tax ID than her primary.
- Dr. Alaina Amato (PCP) also practices at a secondary location in Daphne AL. Which is Baldwin Co. She only comes up if you search her Mobile Co. Viva members may only see her as their PCP at her primary location at South Alabama Medical Clinic (10075 Grand Bay Wilmer Rd S, Grand Bay, AL), because her secondary location has a different tax ID than her primary.
- We are the only PARTIAL DUAL SNP in this county. We should win on SLMB or QI-1 people every single time. No other plan can touch our benefits on partial duals.

Montgomery :

- Baptist does not take Healthsprings
- We just got a large practice contract:
Dennis Woodling
Kirby Parker
W.J. Dailey
Schulman (only one who will take new patients)
- UAB Specialty Clinic with a Pulmonologist, Rheumatologist and Endocrinologist. These specialists are hard to find so this is a popular place to go. They do not accept Humana, Healthsprings or United

Pike:

- All PCP's in this town are in network.
- We are in the process of credentialing a new Dermatologist in this area - Jeffrey Stricker.
- SARHA Clinic is in network all physicians are credentialed. Carol Morrison, CRNP works up under Dr Gilliam @ the clinic.
- We are the only SNP here.

St Clair:

- All of the Me primary doctors take new patients because it is a requirement of the St Vincent's Alliance.
- **Northside Clinic** (74 Plaza Dr) is our largest provider network in Pell City. *Most* of the primary doctors there are in the SVE and St. Vincent's Me Panels. They have many NPs too. Drs. **Helms and Russell** are accepting new patients (open panel). You have to be careful about the specialists that come into the facility from Birmingham because many of them are not in the St Vincent's network. **Dr. Perkins and Clayton**, both open panel in Moody.
- **Dr. Hasmukh Jariwala**, SVE and St. Vincent's Me panels, loves Viva and would like more patients. Small practice that I refer many of our Viva people to if they do not have a primary doctor.
- Drs. **Jotani and Collins** are primary doctor at the hospital who is in the SVE and St. Vincent's Me panels. He recently expanded his practice down 231 with a satellite office. That office is staffed by Dr. **Ilinca Prisacaru** (Open panel) and she takes new patients. Short wait times at each office.

Talladega:

- Per my notes Dr. Towles-Moore is QOL doctor but is listed in portal as taking new patients. Not sure if accurate
Towles-Moore MD, Stacy
Internal Medicine
(256) 315-1697
110 Spring Street N

Talladega, AL 35160

- Craddock Health Center In Sylacauga is not taking Healthsprings next year
Dr. Mohamed Aldaher, Dr. Stephen Bowen, Dr. Laura Deichmann, Dr. Imad Khdair
- Dr. Mark & April Ponder are closed panel ST V East so Me plan may be better for them

Tallapoosa :

- We do not have Dr. Howorth, you will get asked frequently about this doctor
- United just entered Tallapoosa this year with SNP option. They are only other SNP besides Viva.
- We have Dr. Robert Bartel in Network. We do not have his wife Dr. Frances Bartel.
- Humana is one competitor here but they don't have a contract with Russell Medical Center (Alex City), which is the largest hospital in the county.
- UHC is not covered at Russell Medical Center

UAB:

- All Primary Care docs are now at the Whitaker Clinic (next to Kirklin/same parking deck) or in Satellites in Hoover (Hwy 150), Gardendale, Leads, or Inverness (Hwy 280). *All are par and accepting new patients.* Expect a long wait to get an appointment.
- **Geriatric** Docs, located at UAB Highlands can be PCPs. **Duxberry and Uddin** are accepting new patients.
- **UAB Family medicine** has moved to UAB Highlands: Drs. **Savuluri, and Perry** are accepting new patients. In addition, there are 3 new doctors who will be accepting new patients once they are credentialed, (**Irfan Asif, Raymond Bryce Hunt, & Ksenia Blinnikova**)