

For Consideration

How can independent practices survive with shrinking reimbursements and competition from hospital-based services?

Strengthen primary care

Negotiate group performance-based arrangements for all patient segments plus extra \$\$ for value

What needs to change to meet the new expectations?

Using resources
e.g., complex case manager, care coordinator, social work, pharmacist

Sharing centralized services
e.g., nurse advice, complex case manager, care coordinator, business services

How will practices and groups be judged and measured?

Judged and measured as a group for total medical costs, quality outcomes and patient satisfaction

Motivated by compensation model