



Practicing Medicine in the Era of Health Reform

Session 18

Bringing it Back Home: Implications for Your Practice

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Tufts Health Care Institute

A Bit Confusing??



Pressure for Change

- ◆ **Cost of health care**
- ◆ **Value-based purchasing**
- ◆ **Accountability for outcomes**
- ◆ **Market consolidation**
- ◆ **Aging population**



What didn't work ?



- ◆ **Patients not involved in decisions**
- ◆ **No counter pressure to cost reduction**
- ◆ **Lack of credible risk adjustment**
- ◆ **Limited ability to measure outliers**
- ◆ **Limited reporting capabilities**

So what's new ?

- ◆ Pressure is broad based
- ◆ Embracing global payment
- ◆ Population health
- ◆ Novel product design
- ◆ Sophisticated capabilities
- ◆ Engaged patients



The Debate is Still On!



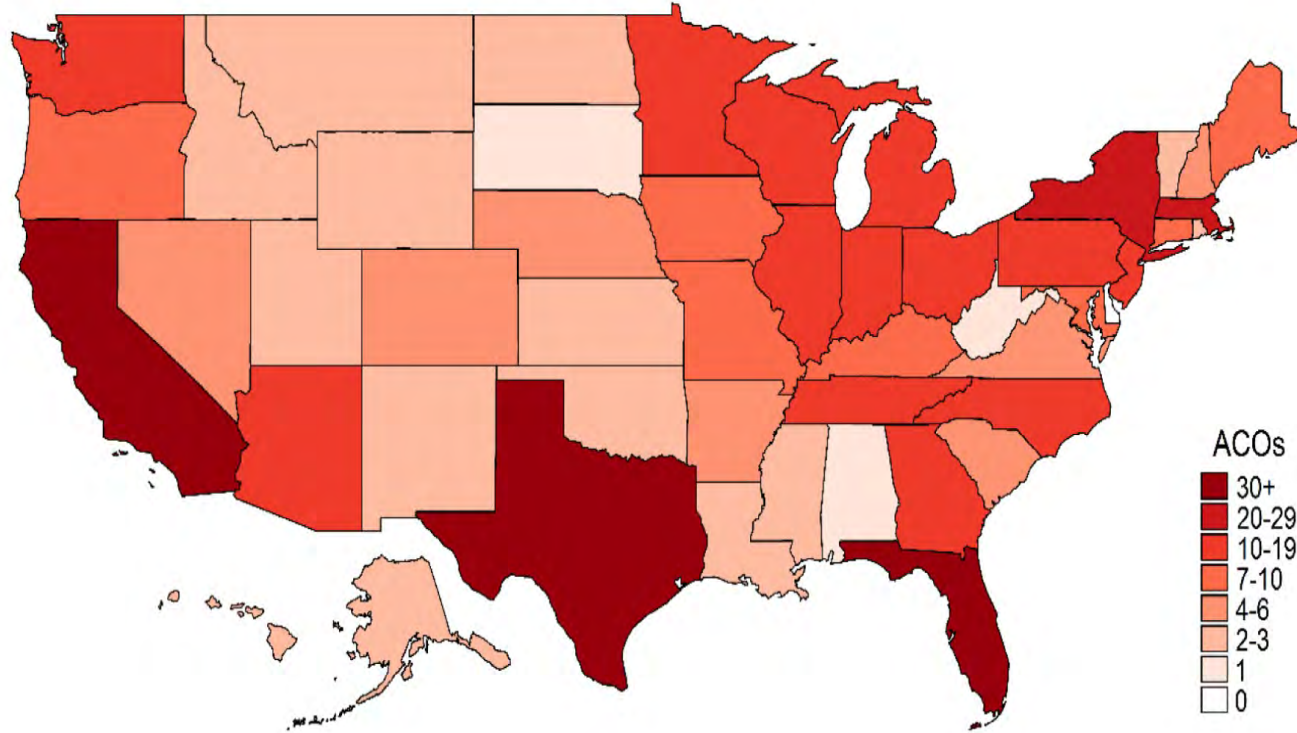
Health Care Reform as a Game Changer

- ◆ How you provide care ?
- ◆ How you get paid ?
- ◆ How you will be evaluated ?

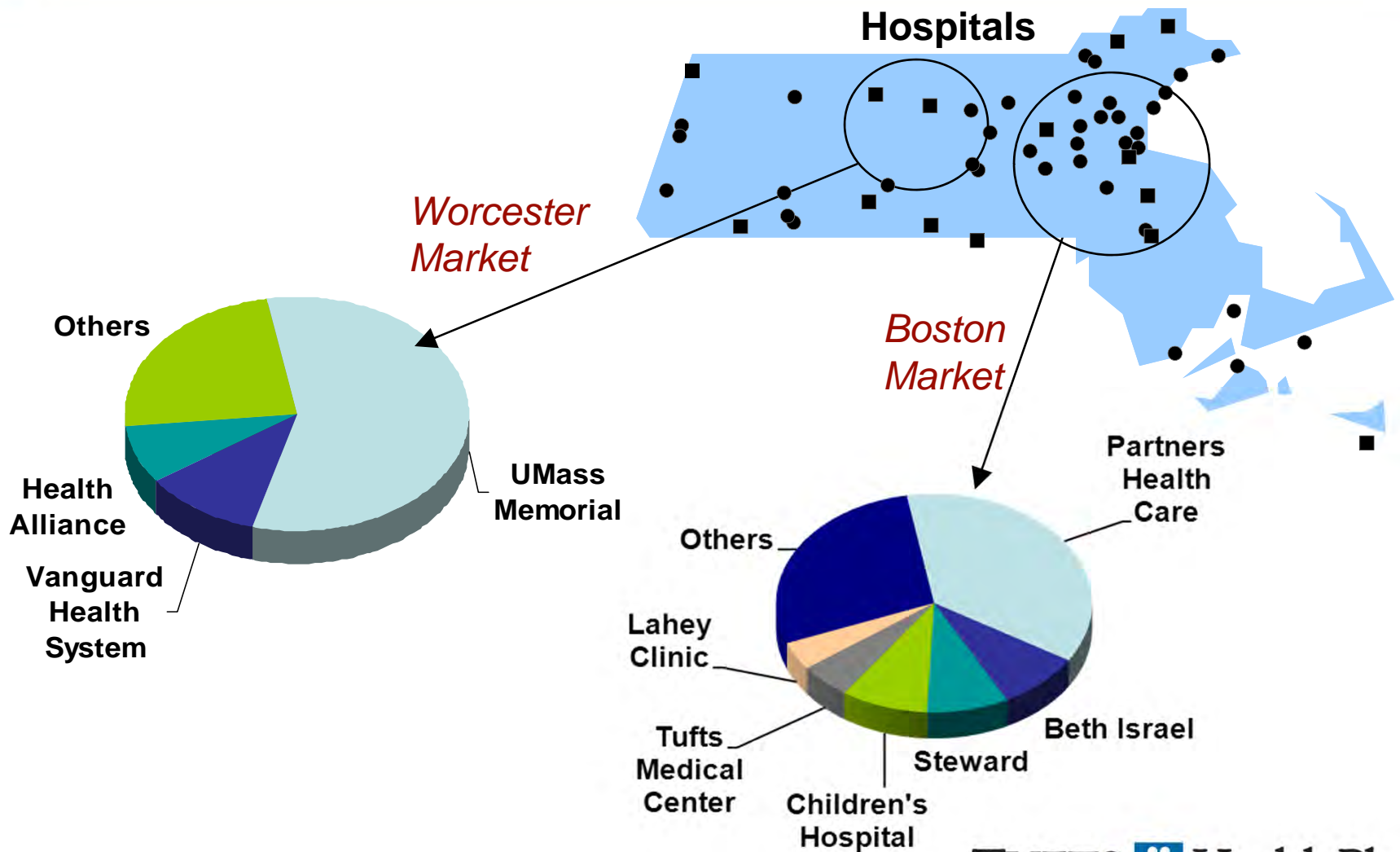


Providing Care & Getting Paid

ACOs by State



Massachusetts Market Consolidation



The 5 step Program for Providers' Misconceptions in promoting *transparency*




healthgrades®

THE LEAPFROG GROUP 

RateMDS.com 

TRUVEN HEALTH ANALYTICS
100 TOP HOSPITALS


vitals™ 

ConsumerReportsHealth 

Special Report for Massachusetts residents

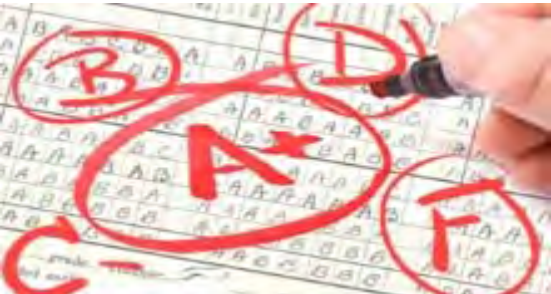
How Does Your Doctor Compare?

- Exclusive: Patients rate 487 adult, family & pediatric practices
- How to get the best care
- Quiz: Does your physician measure up?



GUIDE TO PRIMARY CARE PHYSICIANS IN MASSACHUSETTS

Angie's list®



vimo
Comparison Shopping For Health Insurance

The Joint Commission

CMS.gov
Centers for Medicare & Medicaid Services

HOSPITAL SAFETY SCORESM

MHQP
MASSACHUSETTS HEALTH QUALITY PARTNERS
trusted information. quality insights.

TUFTS  Health Plan

Treatment Cost Estimator

TREATMENT COST CALCULATOR


[HOME](#)
[MY BENEFITS](#)
[HELP](#)
[SIGN OUT](#)

Search estimates: [GO](#)

Browse by: Treatment & service types:

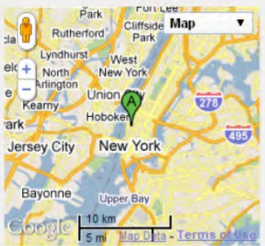
- Health Topics
- Diseases & Conditions
- A-Z list of everything
- Outpatient procedures
- Inpatient procedures
- Office visits
- Vaccines & immunizations
- Diagnostic tests & x-rays
- Lab tests

Did you know?
You can update where you stand on your Deductible and Out-of-Pocket Maximum by clicking on the My Benefits link above.



Welcome, Paul Woods

Set your location to wherever you prefer to go for healthcare. We can estimate your cost for specific healthcare providers in your area.



YOUR LOCATION: 325 W 15th St, New York, NY 10011

Benefit information successfully updated.

Your likely out-of-pocket cost is:

\$1,036

How is this calculated?

Based on average costs for in-network healthcare providers around Albany NY

\$932 (Low)
 \$1,036 (Likely)
 \$1,175 (High)

Next: Compare providers for a better estimate.

	In-Network	Out-of-Network
Your Share - Likely	\$1,036	\$1,358
Deductible	\$800	\$800
Copayment	\$0	\$0
Coinsurance	\$236	\$471
Additional Out-of-Network Responsibility *		\$87
ABC's Share - Likely	\$942	\$707
Total Cost - Likely	\$1,978	\$2,065
Professional	\$280	
Technical Component	\$1,697	

Physician or Facilities within 25 miles of NY 10024

Looking for someone specific?

More Search Options (specialty, gender, has quality distinctions) [Update Search Results](#)

*Note: By going out-of-network, you may be responsible for the difference between the Billed Charge and what the health plan will allow for the service.

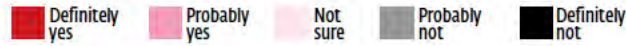
The Billed Charge is: \$2,065
The health plan's allowed amount is: -\$1,978
\$87

Name	Specialty	Distance	In	Your Share (Estimate)	Total Cost (Estimate)
AUGENSTEIN, HAROLD M MORRIS AVE ROCKVILLE CENTRE, NY 11570	DIAGNOSTIC RADIOLOGY	20.3 mi.	✓	\$586	\$586
LEVY, LAUREN 3 N VAN DIEN AVE ROGEWOOD, NJ 07450	RADIOLOGY	14.4 mi.	✓	\$870	\$870
SEIGERMAN, HOWARD M 3 N VAN DIEN AVE ROGEWOOD, NJ 07450	RADIOLOGY	14.4 mi.	✓	\$870	\$870
LENOX HILL HOSPITAL 100 E 77TH ST NEW YORK, NY 10075	Facility	2.0 mi.	✓	\$1,268	\$1,268



Physician Ratings

Willingness to recommend



Town	Practice Name	Address	Willingness to Recommend	Performance
			0% 100%	How well doctors communicate with patients How well doctors coordinate care How well doctors know their patients Getting timely appointments, care, and information Getting courteous and respectful help from office staff
Peabody	North Shore Physicians Group - Peabody Medical Center	2 Essex Center Dr.	82	4 4 4 3 4
Salem	North Shore Physicians Group - Harbor Medical Group	400 Highland Ave.	82	4 4 3 4 4
Salem	North Shore Physicians Group - Puritan Medical	331 Highland Ave.	81	4 4 3 3 2
Swampscott	Family Doctors	250 Paradise Rd.	78	4 3 2 2 2
Topsfield	Northeast Medical Practice Lynnfield/Topsfield	11 South Main St.	75	4 3 3 4 4
Middlesex				
Ayer	Nashoba Valley Healthcare Group	190 Groton Rd., Suite 250	64	3 1 1 1 1
Burlington	Harvard Vanguard Burlington	20 Wall St.	59	3 2 1 3 3
Burlington	Lahey - Burlington	41 Mall Rd.	72	3 2 2 2 2
Chelmsford	Chelmsford Family Practice	10 Adams St.	71	3 3 3 3 2
Chelmsford	Merrimack Valley Internal Medicine Associates	20 Research Pl., Suite 310	82	4 2 3 1 1
Concord	Harvard Vanguard Concord Hillside	86 Baker Ave. Ext.	80	4 3 3 2 3
Groton	Groton Medical Associates	100 Boston Rd., 2nd Floor	72	3 2 2 2 2
Lexington	Beth Israel Deaconess Healthcare - Lexington	482 Bedford St.	75	3 2 3 2 1

Pressure to Innovate in Care Delivery



Retooling for a Brave New World

- ◆ **Medicine as a team sport**
- ◆ **Heavy dependence on technology**
- ◆ **Justification of care choices**



The Competition is Changing

- ◆ **Non-physician care providers**
- ◆ **Hospital as a competitor**
- ◆ **Non-traditional sites of care**
- ◆ **Market disruptors**



Where do we go from here?

**Working Toward a
Highly Efficient, High
Quality Health Care
System Focused on
the Ultimate Well-
Being of our Patients**



Questions?

