

# Opportunities in the New Healthcare Arena

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COA 2017



**First : a bit of doom and Gloom**

# Forbes Magazine Sept. 2016

SEP 7, 2016 @ 04:48 PM

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## Why Private Practice Is Dying



**Capital Flows,** CONTRIBUTOR

*Guest commentary curated by Forbes Opinion. Avik Roy, Opinion Editor.* [FULL BIO](#) 

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# Forbes, Sept 2016

- “There is a dangerous trend underway in American healthcare: The death of the private practice doctor’s office. This is a deliberate trend driven primarily by federal policymakers, and it does not bode well for either the cost of healthcare or the health of individual patients.”

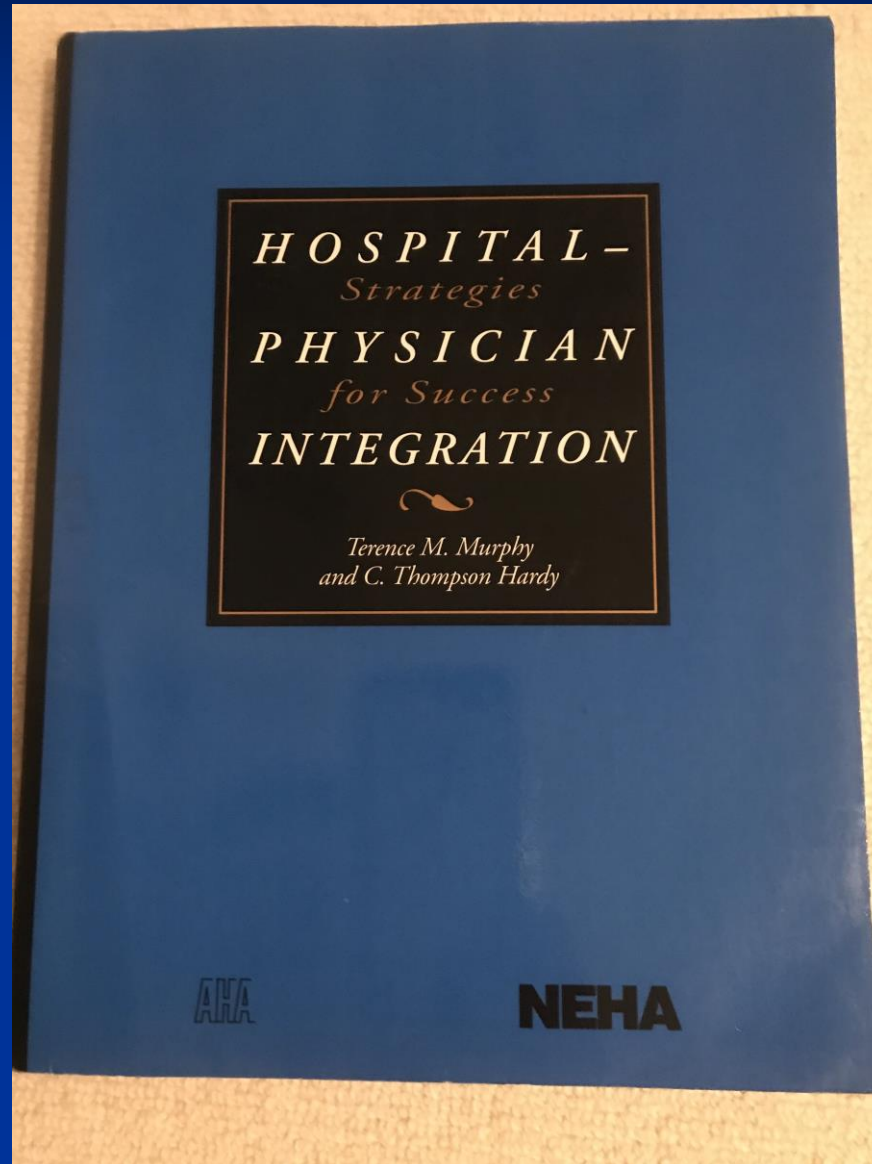
# Main causes

- 1. Financial incentives that favor consolidation over independence.
- increased regulatory burden, which threatens to overwhelm private practices.
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# How can we stay independent and survive/thrive ?

- Are there ways to align with hospitals/Healthcare systems but retain our autonomy

# Physician/Hospital Alignment



1994

# Why Pursue Physician-Hospital Partnership Strategies?

As a Means for the Hospital and Physicians to be the Providers of Choice and to Further Develop Value

Market	Clinical and Quality	Operational	Finance
<ul style="list-style-type: none"><li>■ Increase physician involvement in the management and strategic direction of service lines</li><li>■ Meet the needs of the community</li><li>■ Rapidly attract new services and technology to the market for the benefit of the community</li><li>■ Mitigate areas of hospital and physician conflict and competition</li></ul>	<ul style="list-style-type: none"><li>■ Improve access to a wide range of health services to the community</li><li>■ Increase patient satisfaction</li><li>■ Fundamentally improve patient care and clinical outcomes</li><li>■ Proactively define long-term relationship between the hospital and key physicians</li></ul>	<ul style="list-style-type: none"><li>■ Improve coordination and efficiency of the management and operation of the orthopedic service line</li><li>■ Secure and improve the relationship between hospital and physicians</li><li>■ Create operational efficiencies and decrease costs of care where possible</li></ul>	<ul style="list-style-type: none"><li>■ Align incentives between the hospital and physicians</li><li>■ Protect capital and other significant financial investments or commitments</li><li>■ Means to cope with reduced physician income related to professional fees and in-office ancillaries</li></ul>



- Clinically Integrated Networks (CINs): John Wood, Ph.D., Cardinal Point
- Changes in Physician/Hospital Alignment: The Sutter Health Perspective : James Conforti, President, Sutter Health Valley Area
- The Providence St. Joseph Health Perspective Tom Lorish, M.D., Chief Executive Outreach Providence/St. Joseph's Health
- Co-management Opportunities Nicholas Colyvas, M.D.