

California Orthopaedic Association Annual Meeting April 19, 2012



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**Integration & Networking:
Working Together to Improve
Patient Care & Orthopedic
Practice Viability**

Presented by:

**Michael J. McCaslin, CPA
Health Care Team**





**Integration & Networking:
Working Together to Improve Patient Care &
Orthopedic Practice Viability**

**The Regional
Orthopaedic Forum Experience**

The Regional Orthopaedic Forum Experience

- In 2001 Five Individuals Came Together & Initiated Discussion About Creating a Forum for Sharing Data, Strategies, Problems & Solutions.
- Glenn Sumner, CEO – OrthoTennessee
- George Kellum, CEO – OrthoIndy
- Pete Templeton, CEO – OrthoCarolina (FKA Charlotte Orthopaedic Specialist)
- Bob Harralson, M.D. – OrthoTennessee
- Michael McCaslin, CPA – Somerset CPAs

The Regional Orthopaedic Forum Experience

- First Meeting of 10 Groups Occurred in August 2001, at the Grove Park Inn in Asheville North Carolina.
- Discussions included:
 - Data sharing and mandatory requirements to share data
 - Sharing Practice challenges, successes & failures

Forum Beginnings

- **First Forum – Asheville Orthopaedic Forum**
 - Established 2001 – Asheville, NC
 - 20 Participating Groups
- **Second Forum – Western Orthopaedic Forum**
 - Established 2007 – Denver, CO, Moving to Laguna Niguel, CA – 2012; Las Vegas, NV – 2013
 - 21 Participating Groups

Forum Beginnings

- **Third Forum – Amelia Island
Orthopaedic Forum**
 - Established 2008 – Amelia Island, FL
 - 18 Participating Groups
- **Fourth Forum – Reynolds Plantation
Orthopaedic Forum**
 - Established 2009 – Reynolds Plantation, GA
 - 18 Participating Groups

The Forums

- 77 Total Participating Groups with expectations of 80 Groups by August and 100 groups as a target
 - Approximately 2,000 Orthopaedic Surgeons
 - 27 States Represented
 - “In Practice” Revenue = \$3 Billion

The Forums

- Services Represented:

Professional

Infusion Labs

Imaging

Surgery Centers

Therapy

Specialty Hospitals

Pharmacy

Urgent Care

DME/Orthotics

Service Line Co-Mgmt

- Annual Mid-Year Meeting – March 9-10, 2012
Dallas TX - 46 Groups in Attendance

Annual Forum Meeting Focus

- Benchmarking Results of Forum Groups and Forum Members in Total and Most Every Benchmarking Statistic Known to Mankind
- Best Practices Presentations as Determined By Benchmarking Results
- Practice Issues Discussed:
 - Recruitment/Growth Issues
 - Group and Hospital, and Group and Payer Relationships

Annual Forum Meeting Focus

- Physician Breakout Sessions to Discuss Physician Issues Inside a Practice
- CEO, CFO and CIO Breakout Sessions to Discuss Their Specific Issues

Activities – Midyear “All Forum”

- What Are We Attempting to Accomplish?
- How Do We Utilize the Power of 77 Groups and Nearly 2,000 Physicians?
 - Three Initial All-Forum Task Forces:
 - Group Purchasing
 - Medical Malpractice Captive
 - Outcomes/Quality Metrics Task Force

Activities – Midyear “All Forum”

- 2 Additional Task Forces Were Added During This Year’s Meeting
 - Advocacy/Lobbying efforts
 - Public Company/How do we harness the power of our size?

Conclusion

- The Forums Have Become an Intense Effort to Evaluate Means to Improve Each Practice and Preserve the Independent Practice of Orthopedic Surgeons