



HOW SHOULD A SYSTEM EVALUATE ITS PHYSICIAN ALIGNMENT STRATEGY?

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EVALUATING PHYSICIAN ALIGNMENT STRATEGY

HEALTH CARE TODAY: Strategies for Sustainability
Randy Oostra, DM, FACHE | President & CEO, ProMedica | www.promedica.com

MAJOR HEALTHCARE THEMES / OPPORTUNITIES
(These 5 points are not intended to be exhaustive)

- 1. HEALTHCARE COSTS**
 - Healthcare costs are the leading cause of insolvency for businesses
 - The U.S. will be the primary consumer of pharmaceuticals for some time
 - Pharmaceuticals are expected to account for 20% of total U.S. health care costs
 - Healthcare costs are expected to rise from 17% of total U.S. health care costs in 2010 to 20% in 2020
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- 2. THE RISE OF THE PHYSICIAN LEADER**
 - Physicians are expected to be the primary drivers of change in the healthcare system
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- Federal deficit is unsustainable.
- Annual increase in Medicare is unsustainable.
- % of healthcare spending to GDP is unsustainable.
- Medicaid is unsustainable.
- Cost shift to employers is unsustainable.

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HOW PHYSICIANS SEE THEMSELVES



4

HOW MANAGEMENT SEES PHYSICIANS



5

PHYSICIANS OF THE FUTURE



6

PHYSICIANS OF THE FUTURE



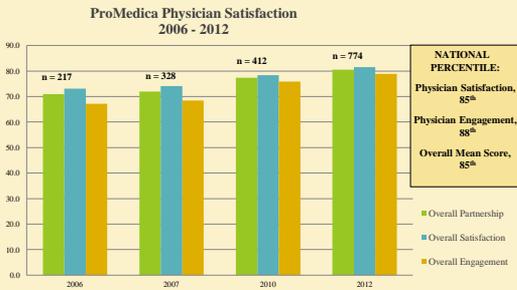
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PHYSICIANS WHO GO INTO MANAGEMENT



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PHYSICIAN SATISFACTION RESULTS



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