



<https://Physicians.TheMedicalCenter.org>

Learn more about Clinical Integration

July 31 at Noon

The Medical Center Auditorium

The Medical Center will host a lunch meeting on July 31 at noon in The Medical Center Auditorium. Representatives from Hogan Marren will talk with physicians about Clinical Integration and answer questions.

To RSVP, please call Emily Jernigan at (270) 745-1267 by Friday, July 26.



"Clinical Integration will have active physician leadership. The majority of board seats for this organization will be held by physicians."

Hugh Sims, M.D.

Commonwealth Health Corporation
800 Park Street
Bowling Green, Kentucky
(270) 745-1584

The Medical Center Moves Forward with Clinical Integration

The Medical Center is in the early stages of forming a Clinically Integrated Organization, or CIO. A CIO is a physician-led network that allows doctors, whether employed or in independent practices, to partner with a hospital organization to seek better and improved methods of reimbursement from payors as a result of our collaborative efforts to drive better quality, and more efficient, less costly care...at the hospital and in the physician's office. Below are key facts about Clinical Integration.

1. Clinical Integration programs develop initiatives that:

- (a) provide measurable quality and cost results for all providers which
- (b) are used to evaluate performance for every provider in the program, and
- (c) generate concrete improvement in provider performance.

Performance improvements achieved by the CIO generate value for patients and consumers and lower costs for employers and payors.

2. Clinical Integration prepares hospitals and physicians for new and evolving reimbursement models.

Over the next few years Medicare and commercial payors will shift to reimbursement models that put physicians and hospitals at risk for the quality and cost of the care they provide. The CIO will provide the framework for the medical staff and the hospital to work together successfully under these new models.

3. The CIO will negotiate payer contracts that evolve with the organization's capabilities.

Initially, contracts will provide shared savings and pay for performance opportunities, but providers will maintain their base payer contracts. Once the CIO has achieved integration, it may enter into comprehensive payer contracts – including reimbursement rates based on quality and outcomes.

4. There are several successful CIOs across the country.

One well known and highly successful CIO is Advocate Physician Partners in Chicago. They recently published their 2013 Value Report, and you can view that report at: <http://www.advocatehealth.com/valuereport>.

5. Participating in the CIO does not limit your ability to participate in other networks.

Providers are allowed to work with multiple networks and are not required to work exclusively with one CIO. However, a physician would not be able to participate on the Board of Directors of both entities.

6. Effective Clinical Integration programs are physician-led.

The majority of board seats for this organization will be held by physicians. The CIO is in the early stages of formation, and there are several ways you can participate in its development. If you would like to participate in a leadership role, or get more information about the CIO, contact one of these individuals:

Connie Smith – (270) 745-1267
Jean Cherry – (270) 745-1505

Hugh Sims, M.D. – (270) 782-7768
John Mark Fones – (270) 745-1514