24th Annual Family Medicine Potpourri

Where are we going?
The Changing Landscape of Healthcare

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Disclosure Statement

“Pete Knox has no relevant financial relationships with any commercials interest”
Where are we going?
The Changing Landscape of Healthcare

- The Corridor
- Healthcare trends & forces
- Healthcare spending
- Impact of changes for stakeholders
- Managing populations – The Holy Grail
Forces in the Market

![Graph showing forces in the market](image)

- High Coordination
  - Manage Health
  - $\$$
  - Today
- Low Coordination
  - Insure Health
  - -$
- Low Risk
- High Risk
Top Ten Healthcare Trends of Our Time

1. Medical practice and knowledge going mobile
2. More emphasis on preventive healthcare
3. With stem cell research cell transplantation becoming more common
4. Healthcare penetrating deeper with technology and information network
5. Alternative healthcare becoming part of mainstream healthcare
6. Real time remotely controlled healthcare being possible
7. Genetic profiling will continue to influence healthcare for better
8. Healthcare environment being more mechanical and technology driven
9. Increasing life expectation and aged population
10. Future healthcare challenges to be from depression, stress and sleep irregularities

Honorable Mention: Cosmetic Surgery to become common place
Top Trends in 2013 & Beyond

1. Healthcare operating expenses will outpace payment increases.
2. Health system physician alignment for the continuum of care will be key.
3. Clinicians, sometimes as a group or in conjunction with hospital partner, will adopt new care models.
4. Health plans will continue to be very active in their strategic initiatives as they prepare for the health insurance exchanges.
5. The push-pull on volume. Just as efforts to reduce readmissions and length-of-stay are achieving the desired results for purposes of succeeding in new payment models, there will be a need to replace this “unwanted” volume with “new” volume.
7. IT will continue to consume a greater portion of a health system’s budget.
8. Difficult employer-employee relations are coming.
9. Consolidation of providers will continue as hospitals seek to gain scale, reduce costs, and capture a greater portion of the healthcare continuum.
10. Employers will respond.

Source(s): Steven Valentine, Camden Group
Five Key Trends in Healthcare for 2013 & Beyond

1. High-deductible health plans
2. Healthcare insurance exchanges
3. Healthcare consolidation
4. Surgery centers remain a good business
5. Independent practices and physician trends

Source(s): Becker’s Hospital Review
Physician Hospital Alignment

9 Core Thoughts

1. Consolidation
2. Employment Preference
3. Other Models
4. Are Financial Relationships an Imperative
5. Loss of Dollars Per Physician
6. Culture, Cash and Competence
7. Sustainability
8. Looming Physician Shortages
9. Leakage

Source(s): McGuire Woods
Sustainability

Can a Hospital Remain Independent

1. Hospital Bankruptcies
2. Mismanagement, Increased Competition and Reimbursement Changes
3. 6 Key Factors to Assess - The New Community Hospital Imperative
   a. Geography-Barriers or not-remote or competitive area
   b. Payer or Mix
   c. Physician Alignment
   d. Asset Base
   e. Cost Structure
   f. Quality of Care

Source(s): McGuire Woods
Other Key Issues

1. ACO’s

2. Physician Burn Out and Leadership

3. The Fiscal Cliff before the Fiscal Cliff

Source(s): McGuire Woods
10 Healthcare Trends to Watch in 2013 & Beyond

1. ICD-10 Transition
2. Meaningful Use Stage 2 Deadline
3. Patent Cliff Shakes up Pharma
4. Retail clinics and Health Kiosks Get Serious
5. Electronic Health Records as the OS
6. Analytics Gather Steam
7. State Healthcare Exchanges Go Live
8. Healthcare Cost Increases Slow
9. Care Coordination and Hospital Readmissions
10. Tablets in Doctors’ Lab coats

Source(s): Kresimier Peharda
2013 & Beyond Top Ten Trends for Healthcare and Wellness

1. Technology Paves the Way
2. Industry Adapts to New Healthcare Bill
3. Awareness of Prevention Continues its Focus
4. Renewed Focus on the Empowered Consumer
5. CMS Star Ratings Rise in Importance
6. Retail Plays an Increased Role
7. Mobile, Mobile & Mobile
8. Consumer’s Online & Offline Worlds
9. Personalized & Relevancy Drives Consumer Experience
10. Traditional “Lines” of Business Continues to Blur

Source(s): Health Flock
Mercer’s National Survey of Employer - Sponsored Health Plans
FLASH!!

Employers hold cost increase to lowest level in 15 years

Health benefit cost growth dips to 4.1% after employer actions
Slower trend reflects employer response to three major market forces

• Sluggish economy keeps the pressure on employers to control health cost trend – and on employees to watch spending

• Health reform has been and will continue to be a catalyst for change – especially employers’ concern about the excise tax on high-cost plans

• Employers are taking advantage of market innovations aimed at creating more efficient health care delivery
Most employers say reform will raise cost in 2014
Despite added cost pressure, most employers will continue to provide health benefits
Conclusions / Summary

Thank you!