Service Line Co-Management

Having a sound physician integration strategy is even more important with the passage of the Patient Protection and Affordable Care Act. To succeed in the new payment environment and reap the rewards associated with improving quality and reducing costs, hospitals and physicians need to work together to manage patient populations through enhanced analytics and communication.

A Service Line Co-Management agreement is vital to your success. Under these arrangements, hospitals enter into a collaborative relationship with a subset of specialists such as orthopedic or cardiovascular surgeons. Both parties become accountable for the improvement of their particular service line. This model is a natural transition into other more advanced payment models such as commercial bundled payments, shared savings, accountable care organizations (ACOs), or even an employer-employee scenario.

The Benefits

There are advantages for both hospitals and physicians when they choose to form a Service Line Co-Management agreement. Here are some benefits each party can expect:

**Hospital Benefits**
- Improved Quality and Efficiencies
- Higher Patient Satisfaction (VBP Scores)
- Improved Operations
- Low-Cost, High-Quality, Value-Based Delivery of Care

**Physician Benefits**
- Compensation for Medical Administrative Duties
- Incentive Bonuses for Achieving Quality and Efficiency Targets
- True Collaboration with the Hospital
- Improved Performance for Better Patient Care
- Reduction in Waste

FACT: Each year, 45 percent of all hospitals in the United States buy a data product, solution, or consulting service from Truven Health Analytics.
How We Can Help
Truven Health Physician Discovery Services can assist hospitals in developing Service Line Co-Management arrangements with their physicians. We will assess the readiness of your physician enterprise and hospital to engage in this level of collaboration and offer strategies to help ensure its success. If you are already working with your physicians to provide co-management of service lines, we will help you assess your performance and, if needed, determine how you could be more effective.

Why Truven Health?
Our Physician Discovery Services experts have more than 45 years of combined healthcare experience in physician assessment, operations improvement, integrating physicians in health systems, and improving practice performance. They can help you quantify operational issues and work with your team to implement solutions and drive results.

Sample Management Agreement Model

FOR MORE INFORMATION
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