

AOC Panel Discussion – MSKR Business and Clinical Trends

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Penn MSKR Service Line Goals

ALIGN PRIORITIES

Implement Service Line Incentive in conjunction with the hospitals

IMPROVE QUALITY & VALUE

Focus on risk stratification & post acute partnerships

Reduce opioid prescribing

Use of Patient Reported Outcomes

DEVELOP PATIENT PATHWAYS

Create pathways in high impact areas; optimize existing pathways

INCREASE PROFITABILITY

Manage Costs

Grow suburban market presence, shift payer mix

FACILITATE SYSTEM & REGIONAL INTEGRATION

Further coordinate with CCH & LGH

Integrate Princeton Orthopaedics

Developing and Maintaining Margin

- ◆ **Development of a satellite strategy**
 - Payer mix and contribution margin differential calculation
 - Mapping of areas to develop micro-markets
 - Referral patterns
 - Marketing
 - Access
 - Partnerships

- ◆ **Cost reduction initiatives with vendors and implants**

- ◆ **Margin opportunities in the international markets**

- ◆ **Development of cash products**

Care Pathways

- ◆ **Service Line contains four disease teams**
 - Degenerative arthritis, Inflammatory arthritis, Trauma & Fracture, Sports
- ◆ **Disease team work:**
 - Physician leader
 - Administrative partner to help run the team
 - Develop pathways optimizing outcomes and cost
 - Teams then track adherence to those pathways and looks for improvements against benchmarks
- ◆ **Health systems incentivizes our performance**
 - Patient Reported Outcomes
 - Opioid Reduction
- ◆ **Implementation of our first pathway into EPIC**

Access Initiatives

- ◆ **Access is King!**
- ◆ **Three Penn Orthopaedic initiatives**
 - Online self scheduling
 - Access in the suburbs
 - Access team separate from the call center