

Kurt Ransohoff, MD, FACP

CEO and CMO
Sansum Clinic
Santa Barbara, CA

Welcome!

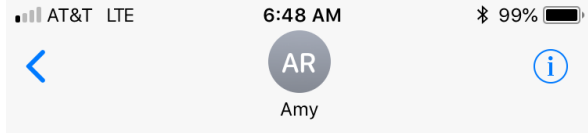
- This is the 5th Annual Colloquium.
- First with our new name!
- Great sessions yesterday.....and today.

My Perspective

- Internist and CEO of 100 year old, 200 doctor multi-specialty, independent group in Santa Barbara.
- Seeing patients in same exam rooms for 27 years.
- We work in both HMO and FFS worlds.
- Say a few words about a couple of big issues affecting our groups in our changing world.

Administrative vs Clinical Issues

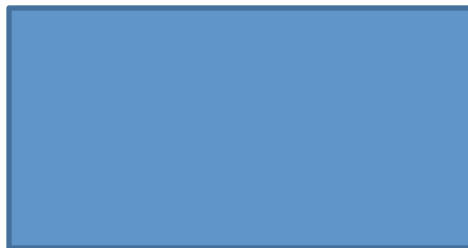
- Messages from a medical student



Would you rather have bacterial meningitis or west nile encephalitis

Ok no I take that back that's too easy

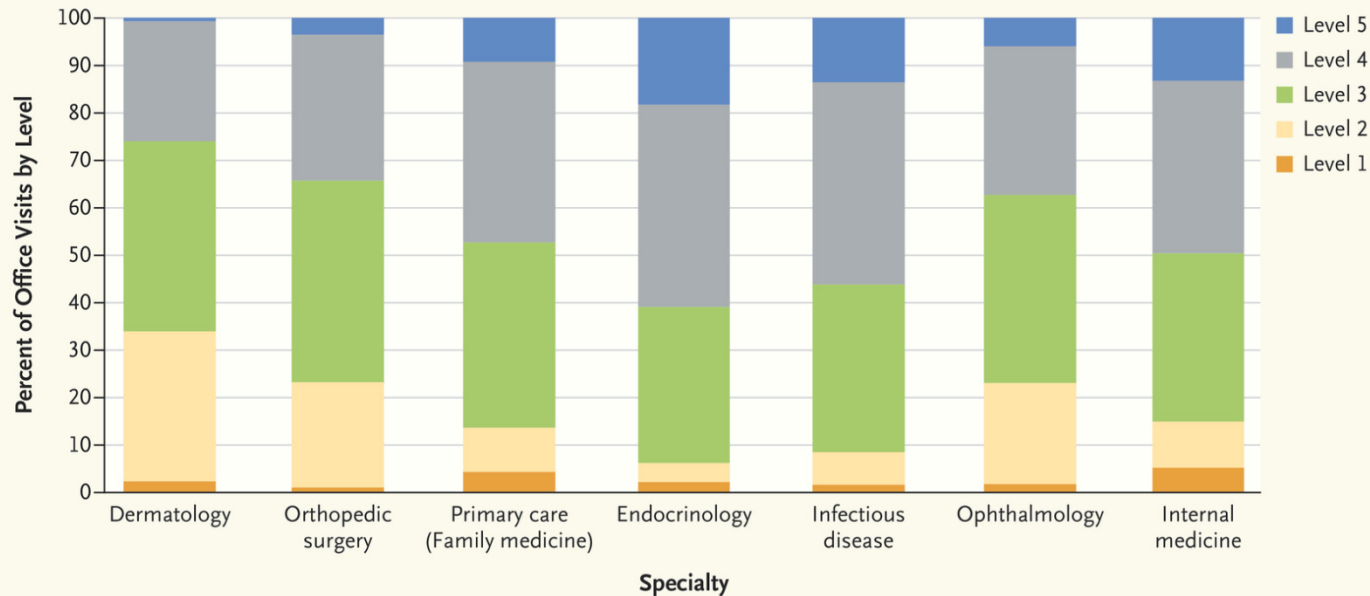
Would you rather have West Nile encephalitis or dengue hemorrhagic fever



Changing World of Medicine

- CMS is really pushing for change
 - MACRA – MIPS and Advanced APMs, CMMI
 - Recognition that capitation in MA should count in the consideration of activity worthy of credit for supporting the move from volume to value.
 - E&M code consolidation?
 - “Meddling with the primal forces of nature?”

Effect of “Meddling” Varies by Specialty



Variable

Variable	Dermatology	Orthopedic surgery	Primary care (Family medicine)	Endocrinology	Infectious disease	Ophthalmology	Internal medicine
Medicare office-visit payments per physician (\$)	49,441	30,150	30,975	45,611	10,977	19,126	31,684
Share of Medicare payments from E&M codes (%)	22.4	23.1	70.8	70.3	80.2	5.3	74.9

NEJM, September 20, 2018

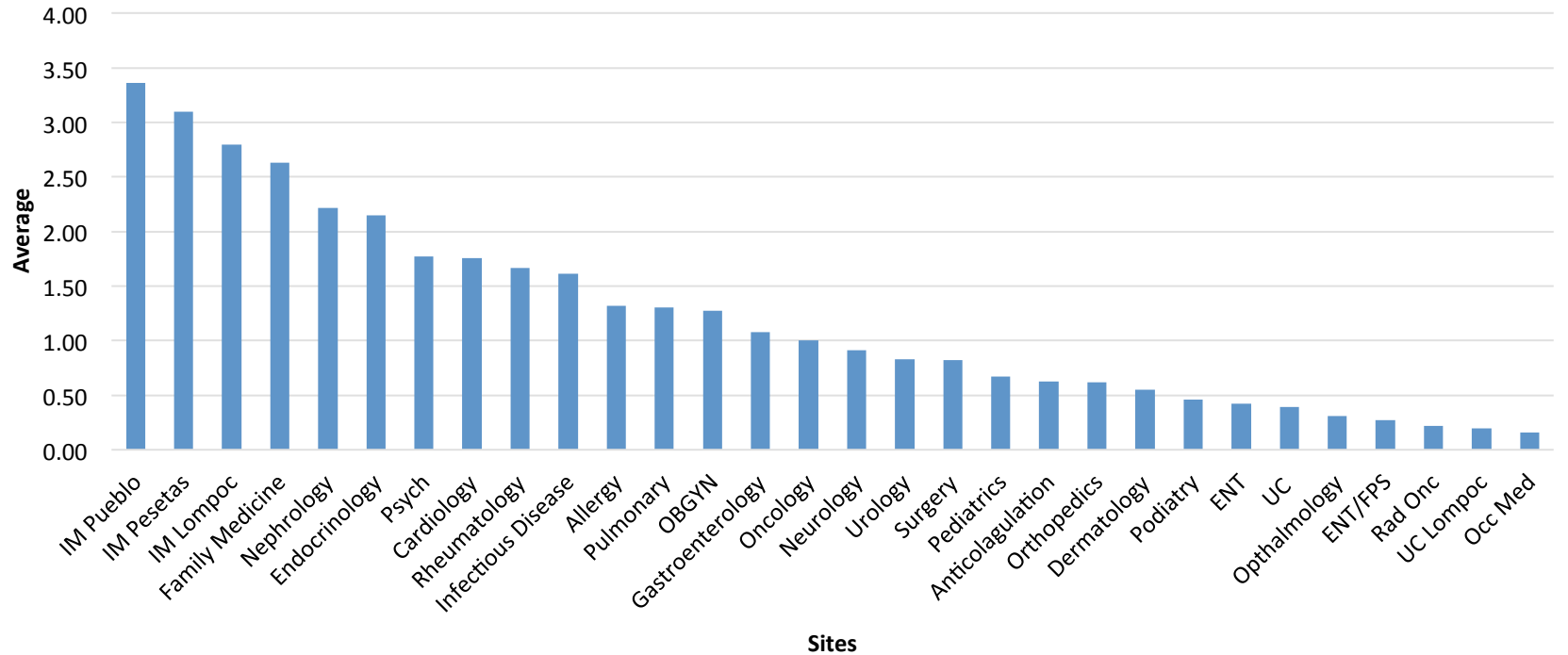
Changing World of Medicine

- Role of primary care doctors – from all knowing family doc to master of the EMR.....

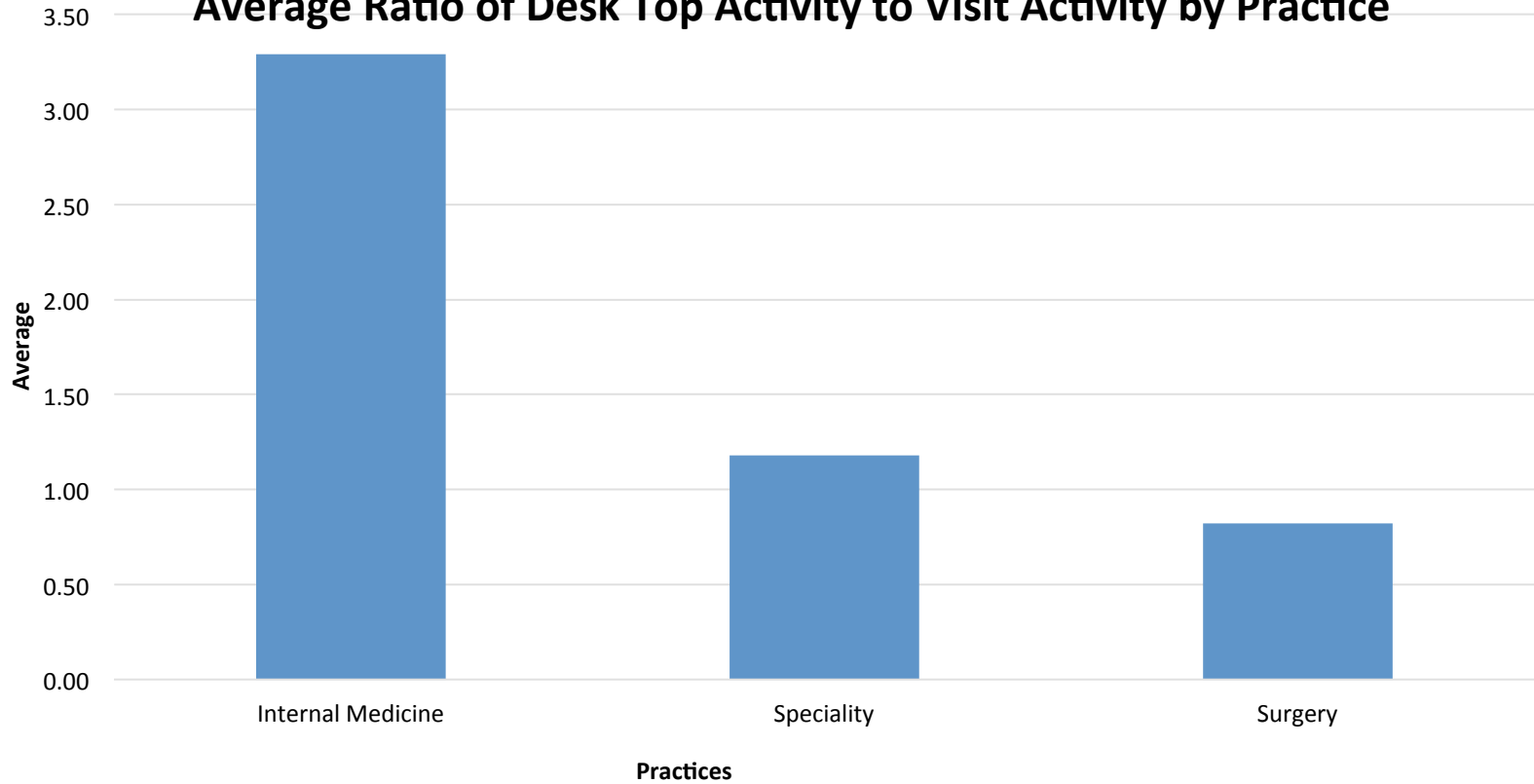


Marcus Welby, MD, 1969-1976

Average Ratio of Desk Top Activity to Visit Activity by Site

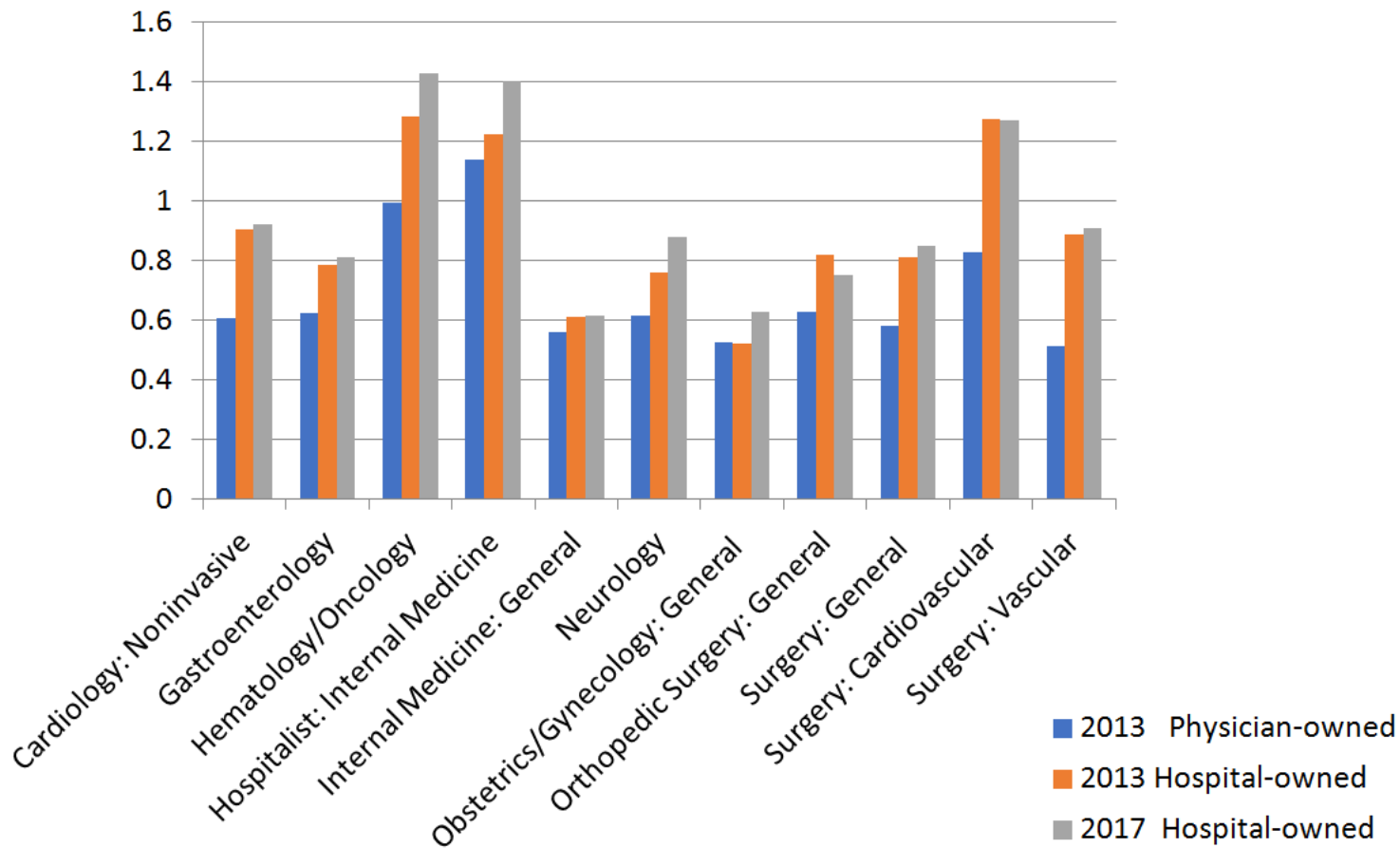


Average Ratio of Desk Top Activity to Visit Activity by Practice



Changing World of Medicine

- Effect of consolidation on physician compensation



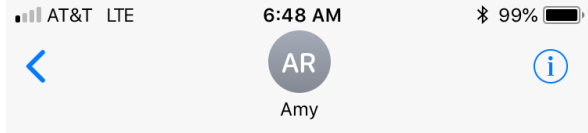
MGMA Compensation Survey Data

Who Will Lead Us Through This?

- The groups in APG!
- The groups here are on the leading edge of innovation.
- They have a lot of wisdom to share.

America's Physician Groups

- We are embracing change, but we believe that physicians need to be a/the driver of change and not the object upon which change happens.
- Our new name / tag line really does tell our story.



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Would you rather have West Nile encephalitis or dengue hemorrhagic fever

Thu, Jun 7, 7:38 AM

Regular dengue first.
West Nile second.
Hemorrhagic dengue last.



iMessage



Thanks for Joining Us!