FINANCIAL DISCLOSURES:

DAN CHAMBERS, MBA, COE
- ALCON SPEAKER
- ALLERGAN SPEAKER
- RVO — CONSULTING
- MEDNETWORX — I.T. COMPANY / BOARD MEMBER
- DCOM — PRESIDENT & CONSULTING COMPANY
- ASOA — BOARD MEMBER / INCOMING PRESIDENT

RICHARD C EDLOW, OD
EXECUTIVE CHAIRMAN
EYECARE SERVICES PARTNERS

FINANCIAL DISCLOSURE

Mega Trends Panel Discussion
Presented by:
Bruce Maller, President and CEO BSM Consulting

BSM Consulting provides business consulting services to health care providers.
KEY-WHITMAN BIGGEST CONCERNS

- Reimbursement Decline & Insecurity of Payments
- Rising Operating Costs & Productivity Issues
- Managing Finance & Maintaining Doctor Income (Revenue Cycle Management)
- Add Quality and Add Patients

OBJECTIVES

10 Mega Trends in Healthcare

Opthalmology Practices
Response to Healthcare Trends

10 MEGA TRENDS IN HEALTHCARE: THE PRESSURE POINTS

- Political Alignment
- Intense Government Regulations
- Affordable Care Act
- Productivity of Resources
- Baby Boomer Tsunami
- Integrated Delivery Systems
- Clinical Technology Innovation
- Patient Engagement
- P4P: Healthcare Services Fundamental Shift
**OBAMACARE IS HERE TO STAY**

Access  
Cost Control  
Consumer Benefits  
Wellness

A Massive Transition Like No Other Is Underway

**FEE-FOR-SERVICE REIMBURSEMENT DECREASING**

The Affordable Care Act (ACA) creates more demand for physicians but reduces their economic incentives

- ACA promises to cover an additional 32 million Americans
- 16 million will be covered by Medicaid, under which reimbursement rates are lower than those doctors get from privately insured patients

By 2020 we will need 91,500 more doctors than we are projected to have, including 45,000 from primary care and 46,500 surgeons and specialists

**HEALTH REFORM FUNDAMENTAL SHIFT**

Volume and Value
BABY BOOMER TSUNAMI

80 Million Baby Boomers Will Stretch Us to the Limits

- Living Longer
- Wealthier
- More Demanding

Impact on Practice
- Space
- Workforce
- Staff Training
- Technology

Incidence of Major Disease on Rise
- AMD
- Cataracts
- Diabetes
- Glaucoma

Impact on Practice
- Space
- Workforce
- Staff Training
- Technology

Incidence of Major Disease on Rise
- AMD
- Cataracts
- Diabetes
- Glaucoma

#7 – INTEGRATED DELIVERY SYSTEMS

Physician Independence

Increased Coordination

Only 33% of practicing physicians are expected to have a practice ownership stake by the end of 2013 vs. 57% in 2001

Increased Consolidations

Additional Roles & Responsibilities for Physician Extenders

#8 – CLINICAL / INFORMATION TECHNOLOGY INNOVATION

I.T. – Innovation Continues... (painfully)
- EMR/meaningful use – PQRS – VBPM – ICD-10 Coding
- HES
- e-Rx
- e-Visits (Teladoc, Web Doc)
- Patient Portals
- e-Tools
- Evidence-Based Diagnostics
- Therapeutic Decision Support
- Patient Provider Applications

Reference:
#9 - PRODUCTIVITY OF RESOURCES

Need to Optimize Resources and Costs

PRACTICE PRESSURE REQUIRING ACTION

PRACTICES: RESPONSES TO HEALTHCARE TRENDS