

## Transformation in Health Care: How Gainsharing Aligns Physician and Hospital Incentives to Lower Costs and Improve Quality

Webinar #091814-NE

### DATE AND TIME

September 18, 2014

1:30 p.m. - 3:00 p.m. CT

### OVERVIEW

Leading health care providers are responding to the transition from volume based payment to value based payment. A core principle leading to success is when hospitals actively engage physicians and align incentives. One tool organizations are using to help them transition to a population health model is gainsharing. Gainsharing aligns provider incentives, creates trust with the medical staff, establishes the infrastructure for organizations to move into more complex alternative payment structures and support efforts to lower the cost of care.

AMS has implemented gainsharing programs in commercial applications and through CMS Innovation Center's BPCI program for Medicare. A July 16, 2014 [AHRQ research report](#) showed that gainsharing was effective in a New Jersey Medicare Demonstration project at lowering hospital costs about 8.5%, or \$113 million among participating hospitals. The webinar will review the AHRQ findings. It will showcase learnings from hospitals that have implemented Medicare and commercial gainsharing programs to highlight success and to serve as guideposts to avoid potential bumps on the road.

### TARGET AUDIENCE

CEOs, CFOs, CMOS, population health management executives, physicians, nurse executives, vice presidents managed care, quality assurance and improvement managers.

### OBJECTIVES

- Determine how to use gainsharing as a stepping stone to a successful share savings program.
- Understand the six critical success factors required for developing a successful gainsharing program.
- Learn the five steps to engage physicians in preparation for ACOs, bundled payments and population health strategies.

### FACULTY

**Jo Surpin, President**

Applied Medical Software - Collingswood, New Jersey

Ms. Surpin is the President of Applied Medical Software (AMS). In 2009, the AMS methodology was approved by CMS as part of the Medicare gainsharing demonstration at 12 hospitals in New Jersey and at Beth Israel Medical Center in New York. Following the successful demonstration project, the AMS Performance Based Incentive System® became the gainsharing component of the NJHA Model 1 Gainsharing program that began April 1, 2013 at 23 New Jersey hospitals. The AMS program is also used with commercial patients at 17 New York hospitals. Ms. Surpin is responsible for the overall direction of the firm's activities and the development of new services. In response to health care reform initiatives, Ms. Surpin has been involved nationally with federally funded Community Health Centers and has served as a special consultant to the New Jersey Department of Health on health care financing matters.

**Anthony Stanowski, DHA, FACHE, Vice President**

Applied Medical Software - Collingswood, New Jersey

Dr. Stanowski uses his knowledge of macro health care trends to develop services solutions to help AMS clients succeed. Dr. Stanowski has held management positions with ARAMARK, Thomson Reuters Healthcare Division, Jefferson Health System, Main Line Health, and Graduate Health Systems in the Philadelphia region. Throughout these roles, he has worked with large for-profit systems, regional systems, academic medical centers, and local community hospitals in applying state-of-the-art analytics to improve performance.

### PRICE

\$195 per connection. (Fill a room with attendees for one fee!)

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