



Massachusetts Health Policy
Forum
*Accountable Health Care
Delivery*

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November 30, 2010

MACIPA and Mount Auburn Hospital

- Managed care partners since 1985
- Long history of investment in systems and programs to manage costs
- Teaching level hospital care without the costs of a major academic medical center
- Systems established to prevent leakage to costlier hospital care
- Active and engaged leadership at hospital and IPA willing to partner with payers to achieve mutual goals



MACIPA Membership Practice Statistics

<u>Practices</u>	<u>Physicians</u>
■ MAPS (Hospital owned)	161
■ Private Practices	247
■ Cambridge Health Alliance	105
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■ PCPs	94
■ Specialists	402
■ PCP/Specialist	17

Total number of office sites: 180



Contracting Model

- Development of budget based on prior years experience and expected trends
- Determine carve-outs, if any, e.g., out of area services
- Pay hospital and providers fee for service
- Annual reconciliation and settlement
- Services rendered by other providers paid at their contracted rates



Keys to Success

- Leadership
- PCP focus
- Education first with rewards before penalties
- Win/Win relationships between PCPs and Specialists and Mount Auburn Hospital
- Quality focus
- Data Driven



Obstacles for ACO Development

- Need for capital investment for infrastructure and IT before payouts
- Years before rewards are seen
- Need for reserves and reinsurance
- Tax implications
- Leadership void
- Getting to win/win with less funds available

