



Accountable Care Organizations (ACOs): *Shining a Light on a Dysfunctional Healthcare System!*

Webinar T2734

Tuesday, February 14, 2012
12:00 noon – 1:00 p.m. (CST)

Overview

Healthcare reform legislation, passed in March 2010, authorized Medicare to establish accountable care organizations (ACOs) beginning in January of 2012, in an attempt to improve the quality and reduce the cost of healthcare services. While the legislation is designed to reward providers who collaborate to deliver more accountable, effective and efficient care, it is very vague on the specifics. This presentation defines ACOs; describes basic features; various models that the Medicare program can contract with; identifies the keys to success; hurdles to overcome; and concludes with two possible scenarios – success and failure.

Target Audience

CEOs, COOs, CFOs, CMOs, CNOs, Board Members, Physician Services, Department Heads, Hospital/Nursing Leadership, HIM Directors, Performance Improvement Directors, Risk Managers, Joint Commission Coordinators, Compliance Officers, Safety Officer, Managed Care Directors, Business Development Directors, Clinical Resources Managers, Consumer Advocates and Legal Counsel

Program Topics

- **Accountable Care Organizations (ACOs)!**
 - ACOs and the Affordable Care Act
 - ACOs Defined
- **What's Driving ACOs?**
 - Failure of Fee for Service Medicine
 - Incentives to Reduce Healthcare Costs and Improve Healthcare Quality
 - A Belief in Primary Care and Patient Engagement
- **Four Models that Qualify as ACOs!**
 - Integrated Delivery Systems
 - Multi-specialty Group Practices
 - Physician Hospital Organizations
 - Independent Practice Associations
- **Keys to Success!**
 - Alignment Among Providers and Payers
 - Electronic Health Records
 - Fair and Equitable Reimbursement
 - Improved Health Outcomes
 - Bundled Pricing & Lower Healthcare Costs
- **Legal Issues – Including the Ruling by the Supreme Court**
- **Questions, Challenges and Potential Problems**
 - Potential impact on Hospitals and Physicians
 - ACOs versus Medical Homes: Is there a difference?
 - Three Levels of ACOs for CMS Qualification Status
 - Incentives and Penalties
 - Operational Prerequisites
- **Possible Outcomes**
 - ACOs Don't Get Traction: Reasons to be Skeptical
 - ACOs Become the Foundation to Transform Healthcare

Faculty

Greg Carlson, Ph.D., is an Assistant Professor and Associate for Healthcare Consulting in the Department of Health Services Administration at The University of Alabama at Birmingham. His teaching and research interests are focused on organizational culture, clinical quality, leadership, strategic management and the relationship of hospitals with members of their medical staffs. He earned his Ph.D. in Health Services Policy and Management from the University of South Carolina, a Master's degree in Health Administration from the University of Pittsburgh, and a Bachelor's degree from Southwest Minnesota State University in Business and Political Science. Prior to his career in academics Dr. Carlson worked as a healthcare executive for over 20 years, 11 years as the CEO of a 500-bed community hospital that resulted from the merger of two competing community hospitals. He served as the chair of the board of PE 4 Life, an advocacy group focused on the health and academic performance of school age children, and he is the co-author of the book *Leading Healthcare Cultures: How Human Capital Drives Financial Performance*.

Certificates of Attendance

Certificates of Attendance will be issued to all registrants. These certificates should be placed on file at your hospital as evidence of attendance. Certificates of Attendance will not be awarded for recorded sessions.

Registration

\$190 for AHA members

Registration includes **one** Internet connection and **one** telephone connection at **one** location and an unlimited number of participants from your organization in **one** listening room.

Participants should register at least five business days prior to the event to ensure optimal processing of conference materials. To register, please submit the attached registration form. If you have not received an e-mail with instructions via the e-mail provided on the registration form or if you are unable to download or open presentation materials, at least three business days prior to the event, please contact Anna Sroczyński at 501-224-7878, or via e-mail to asroczyński@arkhospitals.org. **Without payment (via check or credit card), your registration cannot be processed, and you will not receive connection instructions.**

Prior to the event, you will receive instructions and passwords for accessing the event, along with the slide presentation and other resource materials. It is the responsibility of the registrant to download and/or access presentation materials prior to the day of the event.

Substitution, Transfer and Cancellation Policy

Refunds, minus a \$25 processing fee, will be granted if requests are received in writing by the AHA at least 5 business days prior to the program. No refunds will be issued after that date. Substitutions, however, are permitted. Fax refund requests to Anna Sroczyński at 501-224-0519.

REGISTRATION FORM

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Registration fee covers one or multiple participants at one location (**one connection per registration**) and includes one set of instructional materials/handouts. Upon receipt, additional handouts can be copied.

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