

Coordinates

A Publication of the American Medical Group Foundation

MESSAGE *from the Chair*



Carleton T. Rider

I went to see Michael Moore's healthcare documentary, *Sicko*, recently. And I was reminded how important the healthcare model our members provide is to solving many of the healthcare issues facing our country. Unfortunately, we can only do so much in improving the problem of access to quality treatment—so scathingly portrayed in this movie—without significant healthcare system reform. When the time for that reform arrives, AMGA, supported by the work of the AMGF, needs to be prepared to lead the country toward integrated systems of care.

As you know, our coordinated care model has been proven to provide superior, customized, quality care for millions of patients while at the same time helping to limit healthcare costs by focusing on preventive care versus crisis management. Consider our model's impact on diabetes care. One of our organizations estimates that by implementing its chronic care model for diabetes, it will save about \$62,000 annually on expenses for capitated patients and will decrease healthcare expenses for the clinic's fee-for-service patients by \$350,000 per year. We should be proud of what our members accomplish to advance healthcare and of the patient-centric, quality care we provide to millions of people.

However, our sector is at the evolution stage of redesigning itself and as is most often the case during times like these, a myriad of agendas and solutions has put the burden of proof on us to demonstrate the superiority of our services. To meet this objective, we must generate increased evidence to convince other stakeholders that coordinated systems of care are the answer. Now more than ever, we need increased research and demonstration projects that examine and explore what quality of care really is; how it should be measured; whether efficiency really exists; and how it should be measured.

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AMGF Introduces Healthcare Fellowship Program

In its continued quest to gather increased evidence on the impact of systems of coordinated care on quality and cost, investigate new models of delivery system integration, and encourage the development of a care system that rewards quality and efficiency, the American Medical Group Foundation is announcing the launch of its Quality Healthcare Fellowship Program.

"This new initiative will drive improvement across group practices to higher levels and play a major role in demonstrating the superior effectiveness of integrated care," says Carleton T. Rider, Mayo Clinic Senior Administrator and AMGF Chair. "This program is just the beginning of the type of research and programs that define quality healthcare that can be achieved through a partnership between AMGA and AMGF."

This program will establish a cadre of champions of total coordinated care who will continue to study and inform the industry regarding the critical role this healthcare delivery model plays in transforming the quality of health care. Ultimately, this program is designed to demonstrate that our organized systems of care is the most advanced system for delivering total coordinated patient care—ensuring that patients have access to the right care at the right time, every time.

The Foundation will offer several research fellowships around topics focusing on improving the healthcare system. Such topics may include but are not limited to the role of health information technology in care coordination; leadership development

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NEWS & EVENTS



Institute for Quality Leadership Meeting
Don't Miss your Opportunity to Secure Your Spot on the Cutting-Edge of Quality Healthcare Improvement!

September 27–29, 2007
Sheraton New Orleans Hotel; New Orleans, Louisiana
Revolutions in Care Delivery

Inspired by patient demand and the groundbreaking IOM reports, medical groups are leading a revolution in the way care is delivered. In a dramatic shift away from the traditional "one-office-visit-at-a-time" paradigm in ambulatory care, groups are developing new processes that focus on making health care more effective, accessible, efficient, and patient-centered. These varied approaches affect every level of the organization and all operational areas, providing a basis for cultural transformation. This conference brings together many of these innovators to reveal their remarkable initiatives—from eliminating registration and rooming staff to value stream mapping, from providing retail clinics to bringing providers to the workplace. Join representatives from groups on the cutting edge of quality improvement as they share remarkably diverse strategies and tools that will help you be part of the revolution in healthcare delivery. Detailed agenda and registration information can be found at www.amga.org. **Register Today!**

Through support from leading member organizations and individuals, the Foundation is on the path to success, raising more than \$700,000 in pledges. We would like to provide special thanks and acknowledgement to the following leading groups who have come forward as Founding Members as well as individual members (as of August 15, 2007):

Billings Clinic
 Carle Clinic Association, P.C.
 Cleveland Clinic Foundation
 Dean Health System, Inc.
 Dreyer Medical Clinic
 Duluth Clinic
 DuPage Medical Group
 The Everett Clinic
 Fallon Clinic, Inc.
 Guthrie Healthcare System
 Harvard Vanguard Medical Associates
 Heartland Clinic
 Henry Ford Medical Group
 Integrated Health Associates, Inc.
 The Iowa Clinic, P.C.
 Iowa Health System
 The Jackson Clinic, P.A.
 Lahey Clinic
 Luther Midelfort-Mayo Health System
 Marin IPA
 Marshfield Clinic
 Mayo Clinic
 Medical Associates
 The Medical Clinic of North Texas, P.A.
 Mills-Peninsula Medical Group
 Mount Kisco Medical Group
 Nemours
 North Texas Specialty Physicians
 Ochsner Clinic Foundation
 Palo Alto Medical Foundation
 Park Nicollet Health Services
 The Permanent Federation, LLC
 The Polyclinic
 Scott and White Clinic
 Sharp Rees-Stealy Medical Group
 St. John's Clinic
 Summit Medical Group, P.A.

Sutter East Bay Medical Foundation
 ThedaCare Physicians
 Vanderbilt Medical Group
 Walla Walla Clinic
 Watson Clinic, LLP
 Wenatchee Valley Medical Center
 Western Washington Medical Group, Inc.

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 Esse Health
 Lakeside Healthcare, Inc.
 The Portland Clinic

Individual Contributors

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Acclaim Award Contributors

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 Henry Ford Medical Group
 Luther Midelfort-Mayo Health System

How to Support AMGF

If you are not a Founding Member, we ask you to strongly consider joining your peers and assist us in demonstrating the importance of the work of the organized systems of care model. As we mentioned in this newsletter, while we have made significant progress, there is a lot more that needs to be accomplished. And to do so, we need every AMGA member to lend its support.

To join these leaders, all you need to do is to provide a financial contribution at an ask level designated by size. A contribution of this amount made in 2007, but payable over three years, will qualify your organization as a Founding Member.

The Foundation also has a growing number of individuals who have showed their support and we encourage you to join these leaders and peers.

To become a Founding Member or Individual Member, please contact Development Associate Sherry Greenwood at (703) 838-0033, ext. 352 or fill out a pledge form at www.amga.org/foundation.

MESSAGE FROM THE CHAIR

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During the past two years, with the support of key leaders, we continue to make progress. Our prestigious Acclaim Award, the Best Practices in Managing Hypertension and the Best Practices in Diabetes Care Compendiums and Learning Collaboratives, and our new Quality Health Fellowship Program, which is presented in more detail in this newsletter, are just a sampling of the research supported by the Foundation to drive improvement across group practices to new levels and demonstrate the superior effectiveness of integrated care. However, this is just the beginning, and if we are to evolve to our full potential, we need to continue to move forward at a rapid rate.

The next step is for us to continue to increase our support from within and then to conduct outreach to our next group of targeted stakeholders. I ask you, if you haven't already, to strongly consider becoming a Founding Member of the Foundation and help to ensure our model of coordinated care continues to be on the vanguard of quality healthcare delivery.

AMGF's mission is to foster quality improvement in group practice through education and research programs in clinical quality, patient safety, service, operational efficiency, and innovation.

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Research Project Designed to Assess Systems of Care for Patients with Cardiometabolic Syndrome

A grant to the Foundation has provided the springboard needed by AMGA to better understand current practices in early identification and treatment of risk factors that are known to increase patients' risk of cardiovascular disease and type 2 diabetes: obesity, elevated blood pressure, low HDL-C, and elevated blood glucose levels. This combination of risk factors is commonly called metabolic or cardiometabolic syndrome. Based on recent research published in peer reviewed journals, it is evident that the growth in Medicare spending is largely due to treatment of these health conditions. The rise in the number of patients needing treatment for cardiometabolic syndrome highlights the need to develop models and

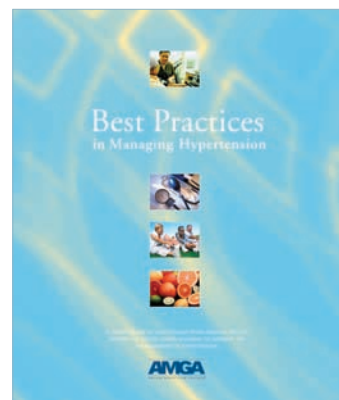
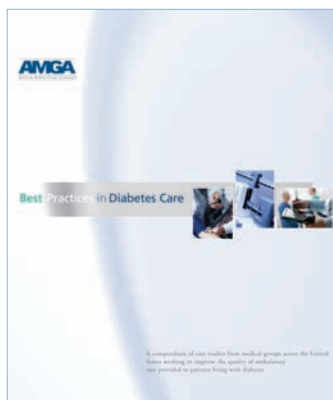
standards of care designed to address the clinical problems facing patients with multiple complex morbidities.

AMGA assembled an expert panel from medical groups and industry to assist in developing a survey to help us learn about medical groups' efforts to develop a business case that will allow them to adequately treat these individuals as care is needed. A report on the results of this survey will be available to survey participants and Founding AMGF members in early September.

If you have an interest in receiving the report, please contact Julie Sanderson-Austin, R.N., at jsanderson-austin@amga.org, or at (703) 838-0033, ext. 356.

Best Practices Available

If you haven't received your free copy of AMGA's *Compendium of Best Practices in Diabetes Care* or *Compendium of Best Practices in Managing Hypertension*, be sure to order one today. These publications include best practices and innovative strategies in managing these chronic diseases. If you would like to receive copies of these two compendiums, visit AMGA Shop at www.amga.org. The volumes are free, but a small shipping fee is required.



Call for Volunteers for the AMGF's Silent Auction Committee

AMGA is seeking individuals who would like to play a more active role in the Association and its related organizations. Volunteers are needed to assist AMGA and AMGF in planning and conducting its 2nd Annual Silent Auction which will be held March 6-7 at Annual Conference in Orlando. If you are interested in helping make this event a success, please volunteer your time and effort to serve on the Silent Auction Committee.

Proceeds from our Auction will be earmarked for the Foundation's endowment that was developed to fund evidence-based research to advance the best practices in quality, cost-effective patient care. This will help fulfill the mission of AMGA which is to promote the coordinated care model of health care delivery and position our medical

groups, individually and collectively, as the preferred delivery system for patient-centered, affordable, quality medical care in America

As a committee member we will need your assistance in planning the event as well as helping us to locate companies and individuals to donate items. Your time commitment will be minimal and it will provide the opportunity to network with other healthcare leaders. The committee will convene approximately once a month by teleconference starting in September and then more frequently as the event approaches.

To join our committee, please contact our Development Associate, Sherry Greenwood, at sgreenwood@amga.org or (703) 838-0033, ext. 352.

FELLOWSHIP PROGRAM

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including succession planning for medical groups; reimbursement reform; and healthcare policy/reform and its impact on quality health care, to name a few.

Fellows will receive stipends based on the length of the fellowship and project need. Stipends will be supported from industry partners that share the Foundation's vision of a better healthcare system through total coordinated care. A company must support a Fellowship in the amount of \$500,000 over a three-year period. These organizations may have a Fellowship named for their company or an individual of their choosing.

Qualified candidates must be from a segment of the health sector and will be required to commit to between .25 and .50 equivalent FTE, depending on the scope of the project undertaken. The Foundation will announce each Fellowship and if appropriate, will send out a call for applications.

If you are affiliated with a company that would be interested in learning more about the Foundation's Fellowship Program, please have them contact Sherry Greenwood, Development Associate, at (703) 838-0033, ext. 352 or sgreenwood@amga.org.



DONATE AN ITEM TO AMGF'S SILENT AUCTION AND HELP SECURE THE FUTURE OF COORDINATED CARE!

Show your support for the continued quest to provide the highest quality health care by contributing an item to the American Medical Group Foundation's Second Annual Silent Auction. Proceeds will support ongoing efforts to conduct evidence-based research critical to ensuring the coordinated care medical model continues to remain on the vanguard of treatment and disease management. And that our patients continue to receive the right care at the right time.

You can help us make this a successful affair by providing unique, fun as well as practical items that will attract the attention of more than 1,000 healthcare leaders. Be as creative as possible—the possibilities are endless. Here are some item ideas to get your creative juices flowing:

- Restaurant Certificates
- Gift Baskets
- Jewelry
- Wine
- Tickets to a Sporting Event
- A Spa Day
- Sports Memorabilia
- Sports Gear
- Gift Card (e.g., American Express gift certificate for \$500)
- Vacation Package/Weekend Getaway
- Designer Accessories (handbags, briefcases, etc.)
- Electronics (iPods, handheld games, portable DVD players)

If you or your company would like to contribute to this worthwhile event, please visit www.amga.org/foundation or contact Sherry Greenwood, Development Associate, at sgreenwood@amga.org or (703) 838-0033, ext. 352.