



**AMGA**<sup>TM</sup>

Advancing High Performance Health

## Leading the Transformation of Health Care



Advocate • Educate • Innovate • Empower

**At AMGA, we're helping to lead the transformation of health care in America because we believe in the power of healthier communities.** By working alongside top professionals in our field and acting as their voice in the public sphere, we're paving the way for integrated systems of care to deliver the next level of high performance health.

**Purpose:** We empower the delivery of coordinated, patient-centered, high-quality, value-driven health care

**Promise:** To be an indispensable partner in advancing high performance health

**Vision:** A transformed healthcare system partnering with engaged communities to promote healthier lives

Our member medical groups, health systems, and ACOs:

- Represent approximately 175,000 physicians
- Deliver health care to 120 million patients
- Average group size is approximately 411 physicians
- Median group size is 180 physicians
- AMGA physicians provide care to one in three Americans

## Advocate

### Priorities

- **MACRA Implementation:** Advocating for refinements to MACRA so all medical groups can succeed in Alternative Payment Models (APMs) or the Merit-based Incentive Payment System (MIPS)
- **Regulatory Improvements:** Educating policymakers about the many federal regulations that impede the physician-patient relationship; AMGA supports reducing Medicare's regulatory burden by addressing issues such as the number of quality measures, Appropriate Use Criteria, the Chronic Care Management Code, and Meaningful Use Stage 3
- **Risk Readiness:** Supporting the transition from volume to value by advocating for the removal of existing structural and policy-related impediments to taking downside risk
- **Medicare Advantage:** Advocating for a stable financing model for MA
- **Protecting Patient Access to Diagnostic Imaging:** Preserving and protecting the ability to provide diagnostic imaging in a medical group setting
- **Accountable Care Organizations:** Advocating for operational and financing changes to ACO programs to create opportunities for success

## AMGA Corporate Family

AMGA

AMGA Foundation

AMGA Consulting, LLC

AMGA Analytics, LLC

AMGA Council of Accountable Physician Practices  
(AMGA CAPP)

### Achievements

- **Improving MACRA:** Secured two separate congressional letters to CMS recommending that MACRA be properly implemented and more physicians participate in MIPS; and secured AMGA leadership to testify before congressional committees about MACRA
- **Chronic Care Legislation:** Advocated for the inclusion of the Chronic Care Act in the Bipartisan Budget Act, which was signed into law in 2018. The Chronic Care Act improves providers' ability to succeed in the federal ACO and MA programs
- **Appropriate Use Criteria:** Ensured the delay, until 2020, of the requirement that physicians who order advanced imaging services first consult appropriate use criteria
- **Medicare Advantage:** Successfully secured ability of Medicare Advantage plans to increase the type of supplemental benefits they may offer
- **Telehealth:** Successfully advocated for CMS to expand telehealth services by adding billing codes to address health risk assessments and care planning
- **Value Measurement:** Endorsed and distributed to key policymakers a list of 14 value measures, selected to address flaws in the current quality measurement and reporting system, which suffers from duplicative measures and a lack of data standardization
- **Regulatory Relief:** Engaged with key policy makers in an effort to modernize and improve Medicare by identifying opportunities to reduce regulation influencing the doctor-patient relationship

### Giving Members a Voice

- **Capitol Hill Day:** Annual fly-in for members to meet face-to-face with their Congressional delegations and key leaders in Congress
- **Public Policy Committee:** AMGA member content experts assist with developing public policy that supports medical groups and provides strategic counsel to attain policy goals

## Educate

### Meetings

Visit [amga.org](http://amga.org) for dates and details.

- **AMGA Annual Conference:** An incomparable learning experience for medical group leaders, providing the opportunity to network with the best and brightest in health care
- **Leadership Council Meetings**
- **Regional Meetings**
- **Provider Compensation and Operations Improvement Meetings**
- **Best Practice Webinars:** Subjects include population health management, moving from volume to value, developing culture, value-based compensation, and care redesign

### Councils

AMGA Councils are communities for individuals in leadership positions within AMGA member medical groups:

#### Leadership

- APP
- Attorney/General Counsel
- CAO/COO
- CEO/Chair/President
- CFO
- CIO/CMIO
- CMO/Medical Director
- CNO
- Government Relations
- Human Resources
- Marketing/Public Relations
- Quality

#### Specialized

- Emerging Leaders
- Independent
- Large Group
- Women in Leadership

Council members crowdsource innovations, share solutions, and strengthen networks. In addition, members receive exclusive access to resources, including:

- Educational webinars and meetings focused on pressing topics
- Instant access to their Council's collective knowledge through an interactive discussion list
- A comprehensive database of policies, procedures, and other useful documents shared by members

## Resources

- **Solutions Library:** Best practices from AMGA members in critical areas such as population health management, moving from volume to value, developing culture, value-based compensation, and care redesign. Resources are available in:
  - Downloadable white papers and best practice summaries
  - On-demand webinars, including recordings and slides
  - Presentation archives from AMGA meetings
  - Articles and other materials
- **Group Practice Journal:** Our flagship publication, penned by medical group and industry leaders, provides case studies and lessons learned from the business side of health care on a wide variety of topics, from contracting strategies and compensation issues to regulatory compliance, groundbreaking technology, and innovative disease management
- **Inside AMGA (epublication):** News, information, and updates on association and member activities
- **High Performance Health Weekly (epublication):** Practice management and medical group industry news, information, and trends
- **Advocacy ENews (epublication):** Timely analysis of the latest issues affecting medical groups on the federal legislative and regulatory front
- **MACRA and Risk Initiative:** Articles, webinars, virtual helpline, and more

## Innovate

### Programs

- **Acclaim Award:** Honors the nation's premier healthcare delivery organizations that are high performing and are bringing their organizations closer to the ideal medical group and health system
- **Collaborative Best Practices:** Shared-learning programs that compile evidence of best practices in areas including:
  - Adult Immunization
  - Chronic Obstructive Pulmonary Disease
  - Clinical Integration
  - Heart Failure
  - Hypertension
  - Medicare Advantage
  - MIPS
  - Obesity
  - Rheumatoid Arthritis

## Initiatives

- **Chronic Care Challenge:** Addressing chronic disease through evidence-based care processes
  - **Hypertension: Measure Up/Pressure Down®**, a three-year campaign that improved hypertension detection and/or control for over 500,000 patients
  - **Diabetes: Together 2 Goal®**, a five-year campaign to improve diabetes care for one million people with Type 2 diabetes
- **AMGA Council of Accountable Physician Practices:** An affiliate of AMGA Foundation that promotes the collective success of the accountable care model to provide high-quality health care

## Empower

### Surveys and Benchmarking Data

- **Compensation and Productivity Survey:** The nation's foremost resource for the latest data and trends on medical group and health system physician compensation and productivity
- **Executive and Leadership Compensation Survey:** Management compensation, including benefits and incentive pay
- **Operations and Finance Survey:** Provides key benchmarking data, including support staff salaries, staffing ratios, and operations and management costs
- **Physician Recruitment and Retention Survey:** Compiles benchmark physician retention data to illuminate the issues, strategies, and best practices
- **Provider Satisfaction Benchmarking Program:** Enables groups to compare various aspects of provider satisfaction and burnout with national, valid, peer-based benchmarks
- **Employee Satisfaction and Engagement Benchmarking Program:** Standardized process for collecting data on employee satisfaction and engagement that enables groups to compare results with medical groups throughout the country

## Research and Analytics

- Creating unique opportunities to study how key research findings are translated into practice
- AMGA has access to two important datasets:
- An identified clinical database of member organizations using the Optum Analytics platform containing nearly 25 million active patient records
  - A de-identified claims, clinical, and consumer healthcare database with over 300 million patient records provided through a strategic partnership with OptumLabs, an open center for research and innovation

## Support

- **AMGA Consulting:** Your long-term partner on key operational and business issues. We give you unprecedented access to market data and best practices derived from America's leading health systems and more than 175,000 physicians nationwide. With decades of experience, our team of talented consultants will assist your organization in effectively addressing your challenges. We will provide timely and cost-effective solutions that are customized for your organization, including:
  - Operations assessment and benchmarking for improvement
  - Access analysis
  - Redesigning provider compensation
  - Fair Market Value analysis
  - Preparing for risk
  - Aligning governance structure
  - Improving professional revenue-cycle operations
- **Workshop and Retreat Programs:** Assisting organizations to realize their objectives through facilitation and content delivery via medical group and health system experts providing their hands-on, day-to-day experience on a wide range of topics



One Prince Street, Alexandria, VA 22314-3318  
703.838.0033 FAX 703.548.1890

[amga.org](http://amga.org)