

# Integration of Specialty Care into ACOs

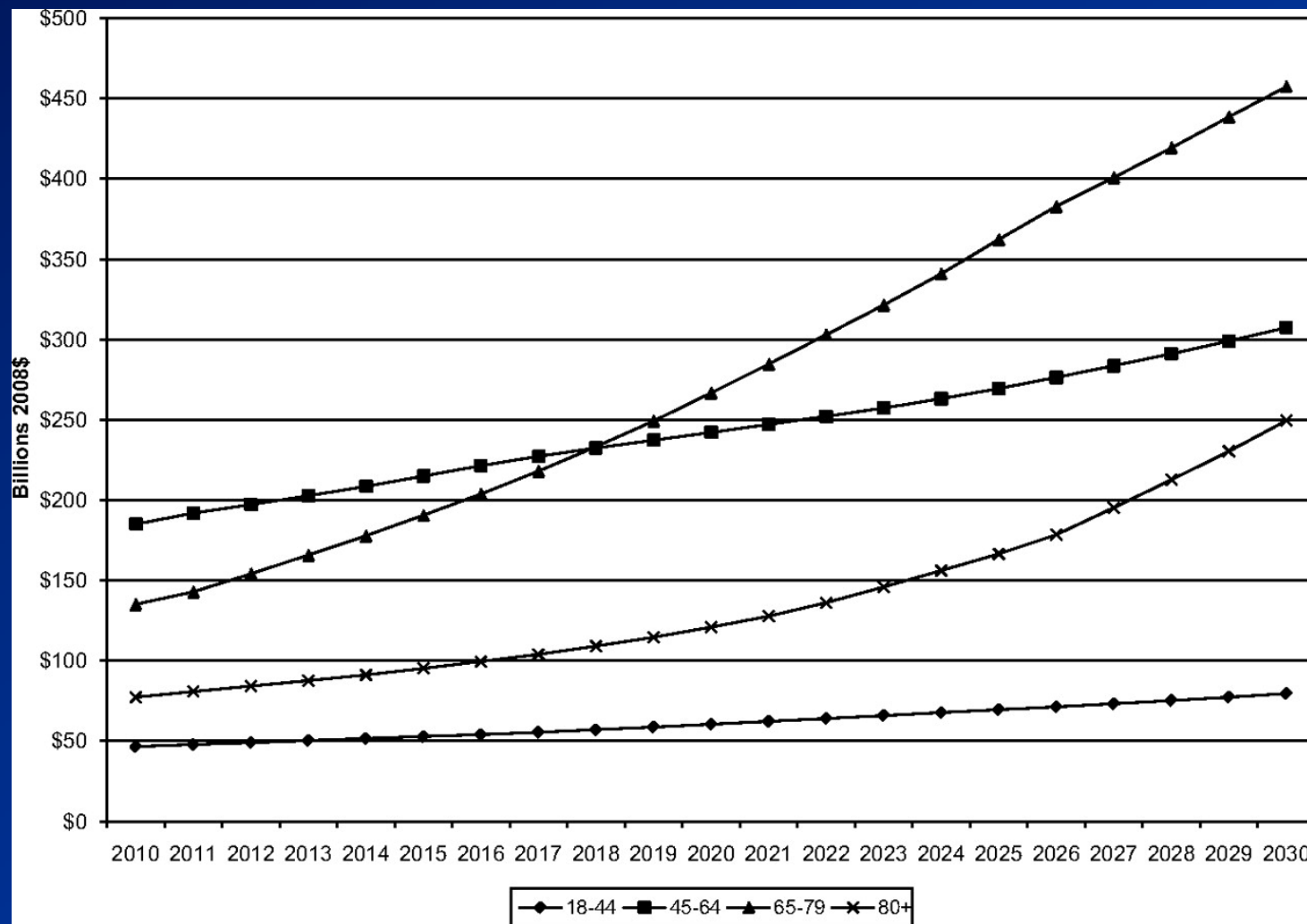
## A cardiologist's perspective

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## Projected total (direct and indirect) costs of all CVD by age, 2010 to 2030 (in billions 2008\$).



Paul A. Heidenreich et al. Circulation. 2011;123:933-944

# Specialist engagement

Obstacles and Opportunities

# Opportunities

- Gain sharing
- Increased patient referrals
- Maintaining (avoiding reduction in) patient referrals
- Better patient outcomes
- APM option in MACRA?

# Obstacles

- Reduction in revenue
  - May be avoidable for employed physicians but even staff model organizations still compensate based on activity (RVU-based)
- Hassle
- Culture change

# How can we shift the balance?

- Consider alternative gain sharing options
  - Embedding bundling within ACO model
- Provide data (cost, test utilization etc.)
- Facilitate communication
- Provide care coordination