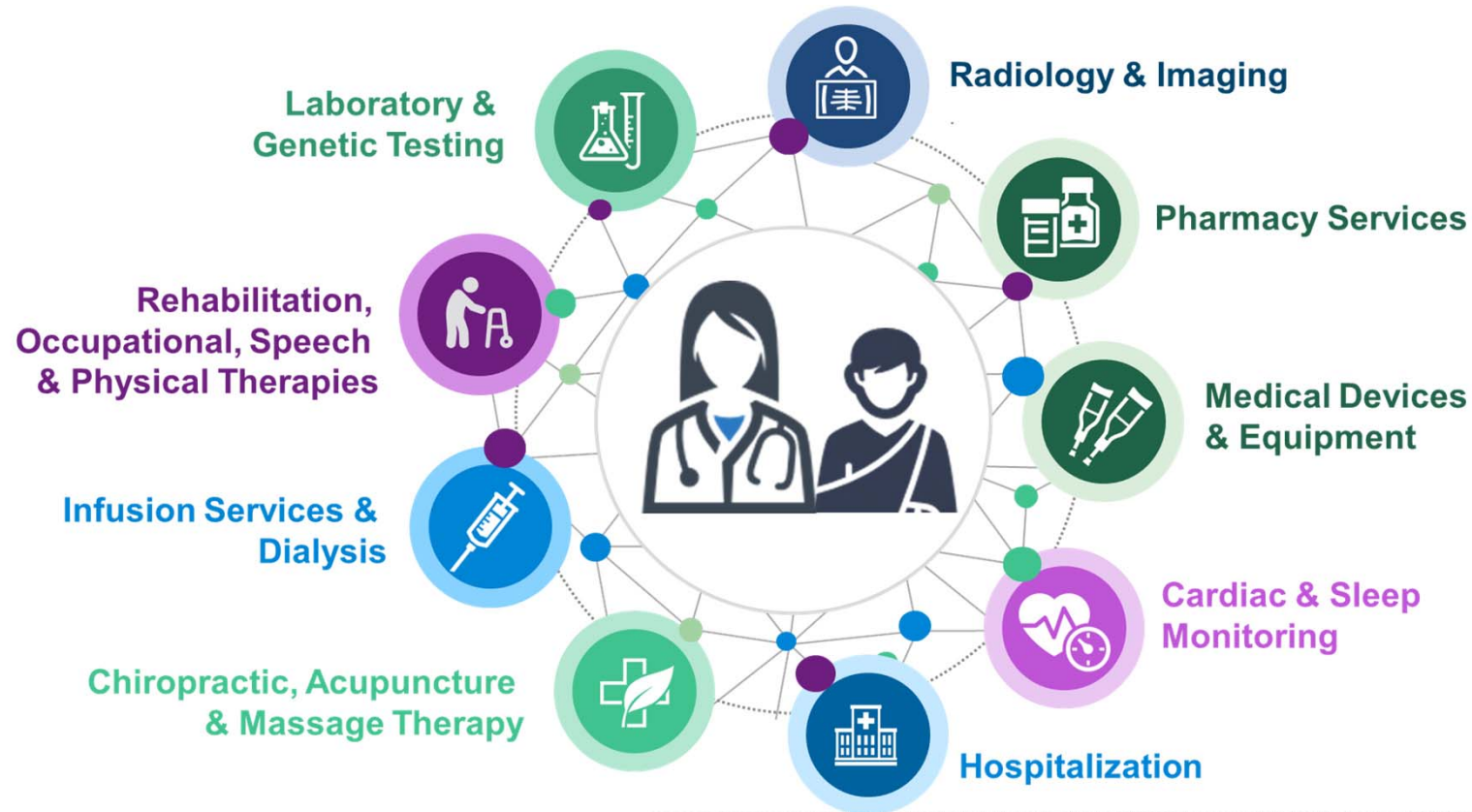


Efficient Delivery Models in the Era of Value Based Care

Kelly Robison
CEO, Brown & Toland Physicians
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Physician & Patient at the Center of Care



The physician with a focus on the patient drives all of healthcare decisions.

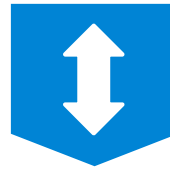
Integration in the Independent Physician Group Setting

Consolidation vs. Contracting



Horizontal

- Expansion of physician network, with healthy mix of PCP and specialty



Vertical

- Rather than hospitals acquiring physicians, physician-led IPA can subcontract or acquiring other IPAs/medical groups
- Groups subcontracting or employing individual physicians

Clinical Integration



Clinical

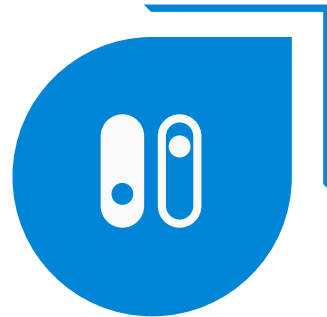
- Over 2,500 physicians, 20 hospitals, 500 ancillary providers, care coordination teams.
- Model serves HMO, ACO, PPO and Medi-Cal

Successes in Physician Driven Integration Model



Flexible

Agile for payers and product design due to less bureaucracy to make nimble changes to benefit the collective



Choice

Broad network working with multiple hospitals, rather than vertically integrated networks focused on one hospital system which limits care options



Selective

From data sharing, to onsite case management to coordination with medical staff, quality partner selection is key and has tremendous benefit



Holistic

The right care in the right setting at the right time focused on delivering highest quality at the most appropriate cost