AOC Panel Discussion – MSKR
Business and Clinical Trends

Scott Levin, MD, FACS
Neil Ravitz, MBA
Penn MSKR Service Line Goals

**ALIGN PRIORITIES**
Implement Service Line Incentive in conjunction with the hospitals

**IMPROVE QUALITY & VALUE**
- Focus on risk stratification & post acute partnerships
- Reduce opioid prescribing
- Use of Patient Reported Outcomes

**DEVELOP PATIENT PATHWAYS**
Create pathways in high impact areas; optimize existing pathways

**INCREASE PROFITABILITY**
- Manage Costs
- Grow suburban market presence, shift payer mix

**FACILITATE SYSTEM & REGIONAL INTEGRATION**
- Further coordinate with CCH & LGH
- Integrate Princeton Orthopaedics
Developing and Maintaining Margin

- Development of a satellite strategy
  - Payer mix and contribution margin differential calculation
  - Mapping of areas to develop micro-markets
    - Referral patterns
    - Marketing
    - Access
    - Partnerships

- Cost reduction initiatives with vendors and implants

- Margin opportunities in the international markets

- Development of cash products
Care Pathways

- **Service Line contains four disease teams**
  - Degenerative arthritis, Inflammatory arthritis, Trauma & Fracture, Sports

- **Disease team work:**
  - Physician leader
  - Administrative partner to help run the team
  - Develop pathways optimizing outcomes and cost
  - Teams then track adherence to those pathways and looks for improvements against benchmarks

- **Health systems incentivizes our performance**
  - Patient Reported Outcomes
  - Opioid Reduction

- **Implementation of our first pathway into EPIC**
Access Initiatives

❖ Access is King!

❖ Three Penn Orthopaedic initiatives
  • Online self scheduling
  • Access in the suburbs
  • Access team separate from the call center