



UT Medical Group, Inc.
Patient Care Is Our First Concern

Memphis Business Group on Health

Annual Healthcare Conference

September 8, 2011



UT Medical Group, Inc.
Patient Care Is Our First Concern

UT Medical Group, Inc.

- Largest adult multi-specialty practice in the mid-south
 - Over 300 physicians and growing
 - Representing 25 specialty areas
- and*
- Self Insured employer with over 700 associates
 - We understand the challenges in balancing employee benefits with affordability



UT Medical Group, Inc.

- Hospital relationships include:
 - Baptist Memorial Health Care
 - LeBonheur Children's Hospital
 - Methodist Healthcare
 - St. Francis
 - St. Jude Children's Research Hospital
 - The Regional Medical Center at Memphis



UT Medical Group, Inc.
Patient Care Is Our First Concern

UT Medical Group, Inc.

Focus:

- Provide clinical quality, financial efficiency and patient satisfaction data to physicians to improve the overall care experience
- Increase access and improve care coordination, especially for members with chronic conditions-high cost to the system



UT Medical Group, Inc.
Patient Care Is Our First Concern

UT Medical Group, Inc.

Focus:

Building strategic alliances with:

- Hospital partners
- Primary Care Physicians
- Health Plans
- Specialty care management vendors
- Employers



UT Medical Group, Inc.

The Tools:

- Utilize patient registries between PCPs and specialists to ensure the highest level of care efficiency within a multi-disciplinary care team including:
 - Physicians (PCPs and Specialists)
 - Nurse Practitioners
 - Pharm D's
 - Care Coordinators/Clinical Navigators
- Increase patient education and demand management tools through the Electronic Medical Record
 - Online scheduling
 - Disease-specific educational tools
 - Provides secure/immediate clinical information to the clinical care team



UT Medical Group, Inc.

- UTMG is participating in two **Patient Centered Medical Home** pilots:
 - BlueCross BlueShield of Tennessee
 - CIGNA Healthcare
- The Goal is to do the following:
 - Reduce inpatient admissions
 - Reduce hospital length of stay
 - Improve access to primary care providers
 - Improve care management of patients with chronic conditions
 - Improve pharmacy compliance
 - Educate and engage the patient as a key member of the treatment team



UTMG and Future

- The present includes insurance carrier profiling into tiers of preference; preferences include: quality, cost and access
- This transitions into the organization of care, whether by ACO, increased hospital associations or simple alliances. Quality and cost are served by efficiency, and by risk sharing – physicians, hospitals, carriers, and employers
- Increased recognition of the importance of business and industry and its role in healthcare. Patients, your employees and families; however, remain central to success and satisfaction