

**Paddling Upstream:
Concerns of a Hospital
Administrator**

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Objectives

As a result of participating in this activity, learners will be able to:

- a. Identify political, reimbursement and economic challenges impacting healthcare providers and hospital administrators.
- b. Recognize the impact of political, reimbursement and economic changes on the long and short-term success of healthcare providers.
- c. Understand what steps healthcare administrators can take to address these issues and position their institutions for success.

Question 1

What are the 5 top issues that concern you most in your role as a hospital administrator?

- 1. Government requirements/mandates
- 2. Evolving payment models
- 3. Cost of technology/investments
- 4. Pharmacy costs
- 5. Healthcare workforce shortages

Source: Top 2017 Challenges Healthcare Executives Face: [Managed Healthcare Executive](#)

Question 2

As a hospital administrator, what State political and/or regulatory issues concern you the most?

1. Federal uncertainty
2. Term limits/lack of institutional history
3. Lack of knowledge on health care issues
4. Medicaid future, supplemental payments, managed care

Question 3

As a hospital administrator, what Federal political and/or regulatory issues concern you the most?

1. Repeal and replace maneuvers w/o vetting
2. Delegation positions on healthcare issues
3. Continue cuts under ACA plus more on top with Medicaid including per capita caps and/or block grants

Commonwealth Fund Data-OK Impact Projected Impact AHCA & BCRA



Demographic Disaster

Baby Boomers turning 65

Figure 6 - Percentage Distribution of the U.S. Population by Age Group, 2010, 2020, and 2030

Source: U.S. Census Bureau, 2012 Population Estimates and 2013 National Projections.

Current Long Term Care

Nursing Facilities Only	Bed Days
SoonerCare Funded Bed Days	4,603,268
Total Occupied Bed Days	6,908,780
Total Licensed Bed Days	9,668,120
SoonerCare % of Occupied Bed Days	66.6%
Occupancy Rate*	71.5%

FIGURE 7 - LONG-TERM CARE FACILITY USAGE AND COSTS

Medicare Solvency?

- Projections who solvent until 2019
- A year later than predicted in 2016
- Result of slower national health spending
- Program costs predicted to grow by 3.6% of GDP to 5.6 by 2041 largely by increased enrollment

Source: Medicare Board of Trustees Report 7.3.17

Question 3 (cont.)

As a hospital administrator, what Federal political and/or regulatory issues concern you the most?

Current discussions:

1. Site neutral provisions
2. 340B
3. Physician owned facility roll back

Question 4

What opportunities do you see for urban and rural providers to collaborate?

1. Partnership and/or affiliations
2. ACO models/value based/bundled payments
3. Telemedicine
4. Post acute care
5. Reference labs
6. CAUTION: Exercise due diligence: "If it sounds too good to be true, it probably is"

Question 5

What complications have you had to deal with in regard to implementation of value-based reimbursement?

1. Survey: 68.6% have barely started
2. FFS v. alternative reimbursement
3. Reliable data for decision making, including capital investments
4. Clinical alignment with best partners

Source: 2016 State of the Industry, *Managed Health Care Executive*

Question 6

How do you view the current status of the relationships between physicians and hospitals?

- Migration from independent to hospital employment continues (Accenture)
- Physician practice consolidation continues (Leavitt Partners)
- Employment does not necessarily improve patient access and may not have an effect on quality of care (Merritt Hawkins)
- 7% of physicians plan to hasten retirement (Becker's)

Question 7

What is the current status of population health management initiatives in Oklahoma?

OU Physicians are currently involved in the following:

1. Comprehensive Primary Care Plus (CPC+)
2. Million Hearts
3. BC/BS Shared Savings
4. Medicare Annual Wellness Visit

What should rural providers be doing?

Medicare Annual Wellness Visits plus programs that make sense for your size

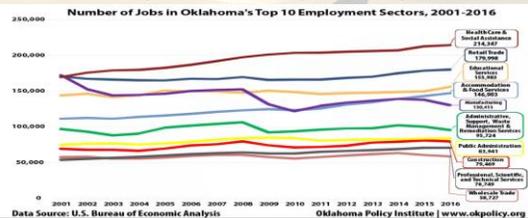
Question 8

What technology related issues have your organizations had to deal with lately?

1. EMR Issues

Question 9

• What can you do? Tell your story.



References

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Thank you!