

PRACTICE MODEL PERSPECTIVES

SURVEY 2016

As healthcare providers face challenging market forces like MACRA, consumerization of healthcare, growing demand, and increasing burnout, many are looking at alternatives. While they want to continue practicing medicine, they'd like to reduce some of the external factors that make it difficult.

THE RESPONDENTS



197
in private medicine

766
Respondents

569
in traditional
Fee-for-Service (FFS)



83% in practices
1-5 providers



Providers, Office Managers,
Practice Owners



29 Specialties

25% in Private Medicine/
Membership Models

75% in Traditional
Fee-for-Service

35% Say they are interested in
changing to private medicine
in next 3 years

Top Reasons Private Medicine Providers **Changed**

66%

Spend more time
with patients

40%

Separate from insurance
payer system

41%

Improve work/life
balance

Top Reasons Conventional Providers Are **Considering A Change**

43%

Spend more time
with patients

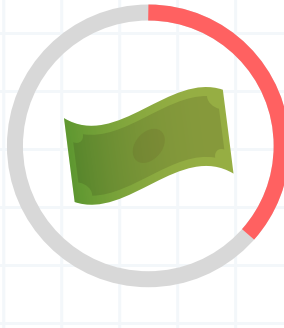
44%

Separate from insurance
payer system

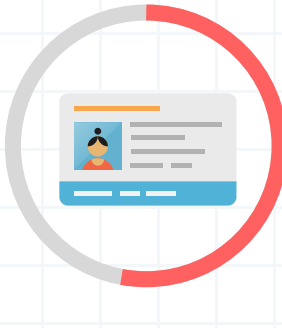
43%

Improve work/life
balance

TO GET THE BENEFITS YOU DON'T HAVE TO COMPLETELY CHANGE MODELS OR STOP ACCEPTING INSURANCE ALL TOGETHER



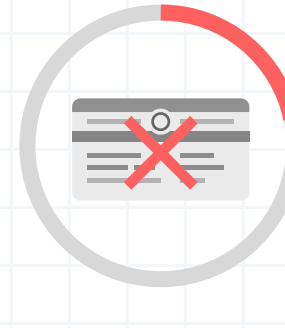
Only 30%
have all patients on a
direct pay, concierge or
membership program



54%
still participate in
health plans



57%
still participate in
Medicare



Only 21%
are Medicare
opt-out

BUT ALL THOSE WHO TRY PRIVATE MEDICINE MODELS **SEE BENEFITS**

PRIVATE:

79% of respondents reported:
30 - 60 mins



AVERAGE LENGTH OF VISIT

CONVENTIONAL:

75% of respondents reported:
15 - 30 mins

76% of respondents reported:
less than 900



PATIENT PANEL SIZE

58% of respondents reported:
over 1000

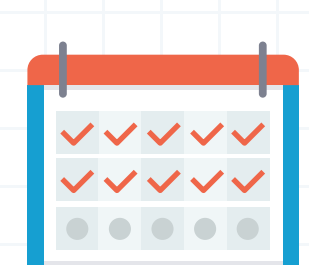
63% of respondents reported:
**15 patients
or less**



DAILY VISIT VOLUME

65% of respondents reported:
**20 patients
or more**

The average private medicine
provider works
41 hrs/week



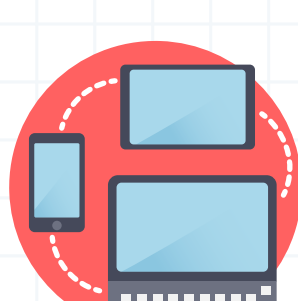
HOURS WORKED PER WEEK

The average conventional
provider works
47 hrs/week

Those in private medicine are more likely
to try **patient-centered technology**



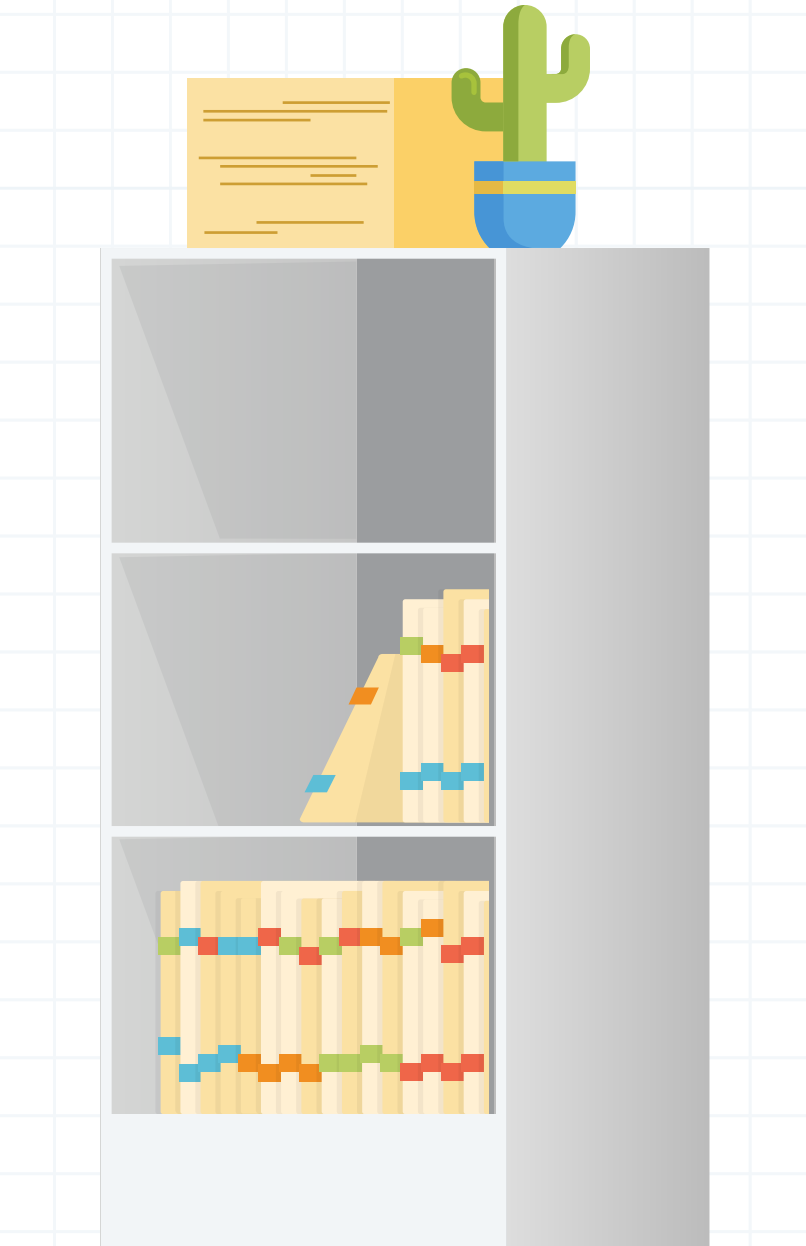
23%
use telehealth



53%
use patient portals



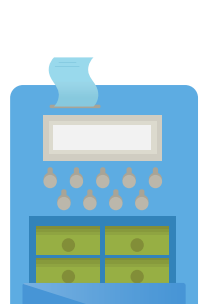
17%
use patient
engagement tools



BUT ALL PRACTICE TYPES STILL FACE CHALLENGES



38%
of private medicine providers
say **recruiting new patients** is
top challenge



35%
of FFS providers say top
challenge is **staying
financially viable**

AND THERE ARE MANY SIMILARITIES AND CONSISTENCIES **ACROSS ALL TYPES OF PRACTICES**

Providers in all types of practices are equally likely to be:



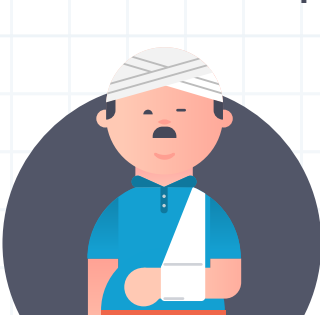
Using an EHR



Accepting new patients



Investing in practice
marketing



Concerned about
retaining patients



Participating in
an ACO