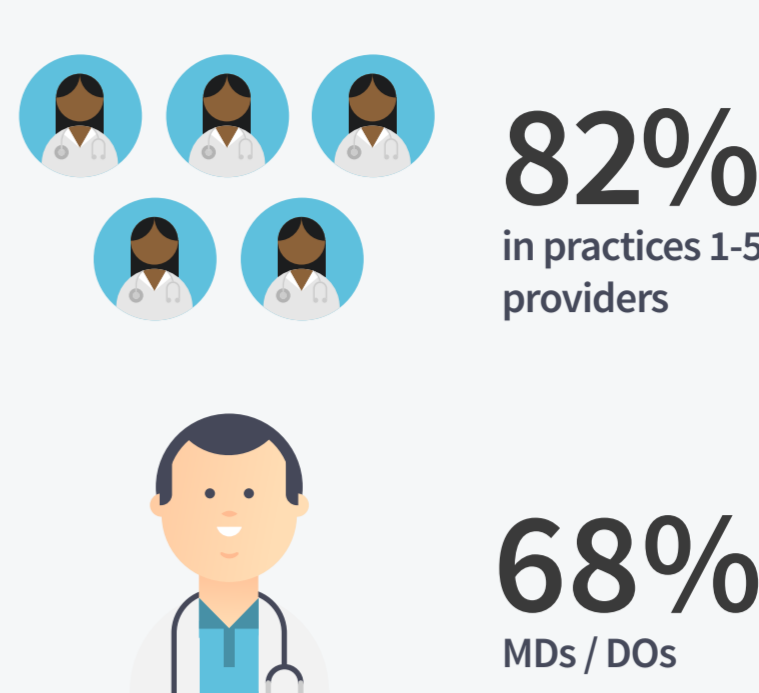
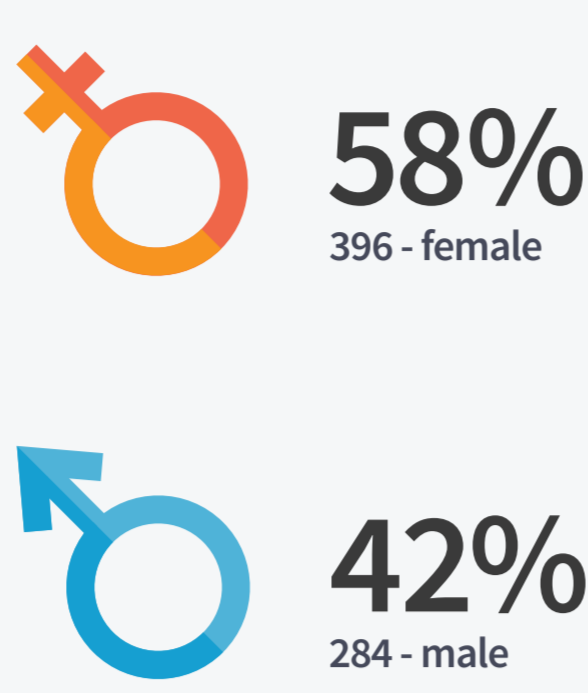
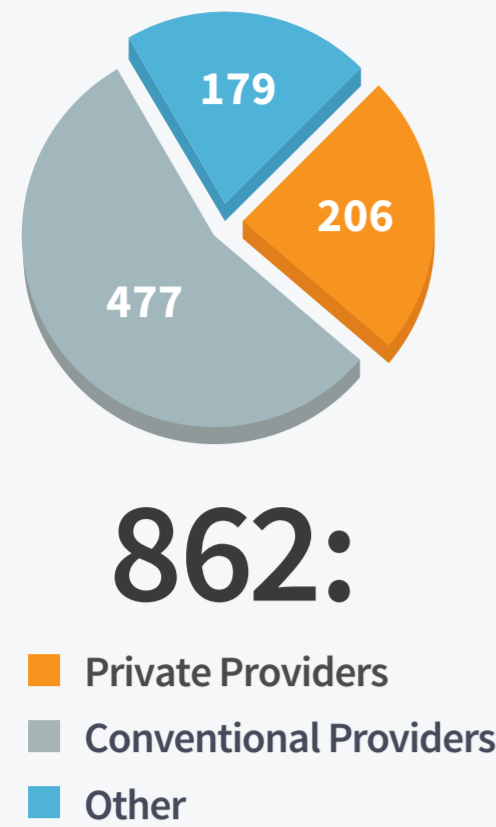


PRACTICE MODEL PERSPECTIVES

SURVEY 2015

This survey was designed to gain a better understanding of independent providers' perceptions around various payment models, including private pay, concierge, and traditional fee-for-service.

THE RESPONDENTS



19.75
Average years in practice

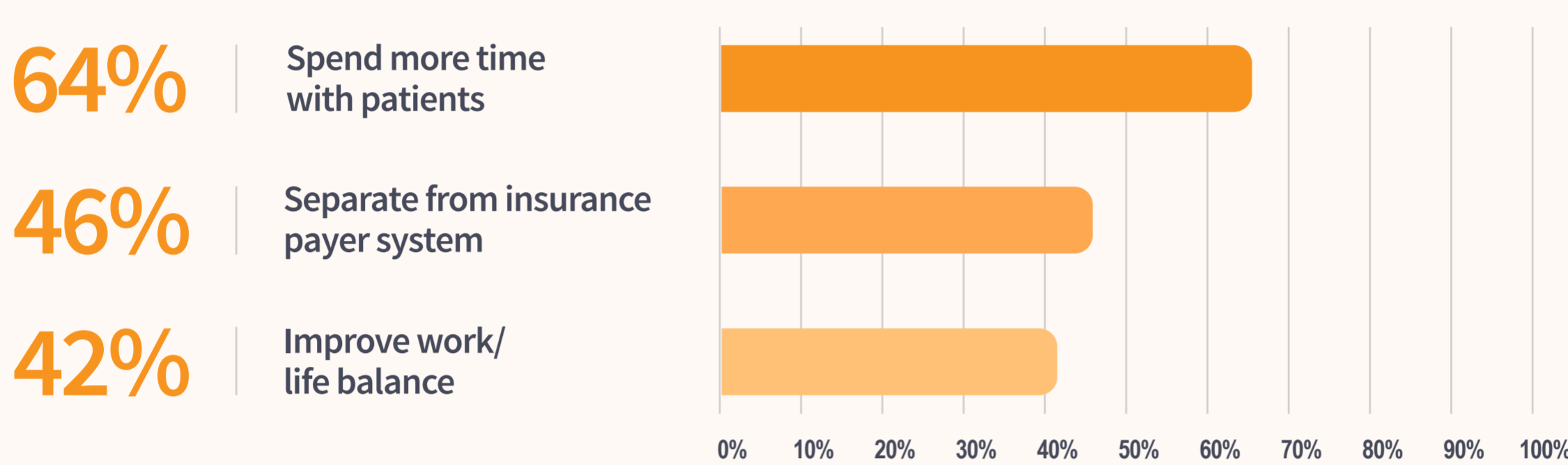
WHO IS TRANSITIONING TO ALTERNATE MODELS AND WHY?

24% of providers are already doing concierge, direct pay, or a membership model.

46% of conventional providers considering a change in next 3 years.

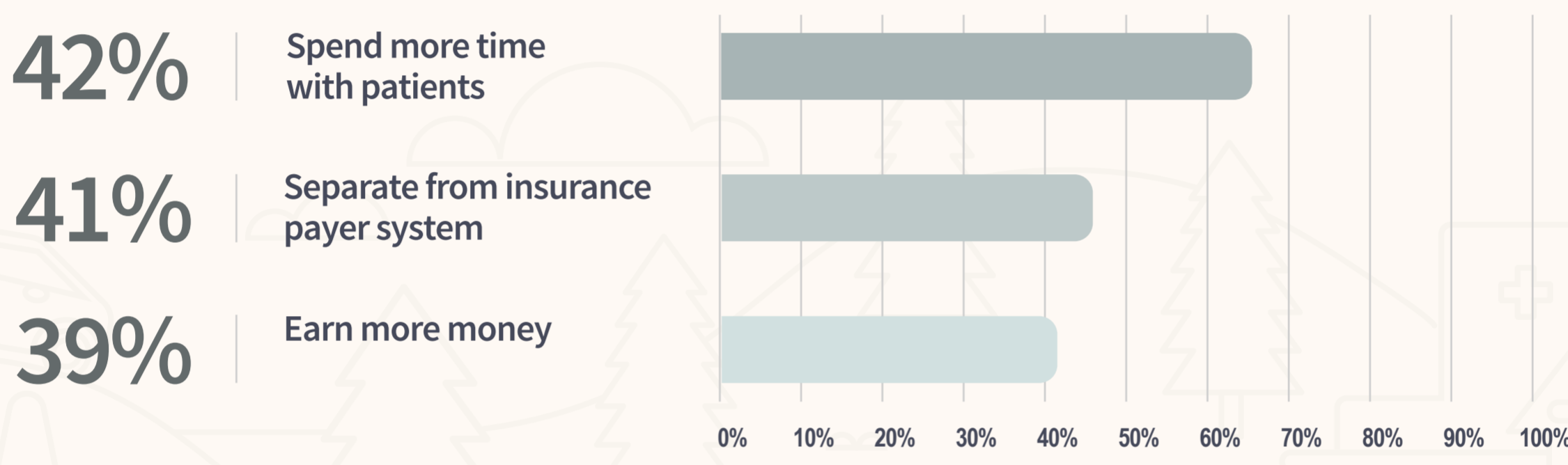
ALREADY IN PRIVATE MEDICINE

TOP REASONS PRIVATE MEDICINE PROVIDERS CHANGED:



IN CONVENTIONAL PRACTICE

TOP REASONS CONVENTIONAL PROVIDERS ARE CONSIDERING A CHANGE:



WHAT ARE SOME OF THE DIFFERENCES BETWEEN PRIVATE MEDICINE AND CONVENTIONAL PRACTICES?

PRACTICE STRUCTURE & WORKFLOW

AVERAGE LENGTH OF VISIT
 Conventional: 15 - 30 mins (89%)
 Private: 30 - 60 mins (72%)

PATIENT PANEL SIZE
 Conventional: 63% over 1000
 Private: 71% less than 500

DAILY VISIT VOLUME
 Conventional: 20 or more/day
 Private: 20 or less/day

The average private medicine provider works 42 hours a week.

The average conventional provider works 47 hours per week.

PRIVATE PHYSICIANS SPEND NEARLY 5 FEWER HOURS ON ADMINISTRATIVE WORK EACH WEEK.

CHALLENGES & SOLUTIONS

There are challenges and benefits for both private and conventional practice models. However, despite varying workflows and processes, a common need for all independent practices is the right technology tools, and support.



TOP CHALLENGE FOR PRIVATE MEDICINE: RECRUITING NEW PATIENTS



TOP CHALLENGE FOR CONVENTIONAL PRACTICE: STAYING FINANCIALLY VIABLE

PRIVATE MEDICINE PRACTICES ARE MORE LIKELY TO USE:



PRIVATE MEDICINE PRACTICES ARE MORE LIKELY TO WANT:



CONVENTIONAL PRACTICES ARE MORE LIKELY TO WANT:



As the healthcare industry seeks better ways to improve care and reduce costs, many physicians are looking at alternate models of care. An Agile Medical Practice uses all the options available to stay independent and successful. To learn more about how to use different models to stay independent and be an Agile Medical Practice, visit www.kareo.com/agile-medical-practice.