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

766 Respondents

197 in private medicine

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:		CONVENTIONAL:
79% of respondents reported: **30 - 60 mins**	AVERAGE LENGTH OF VISIT	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