



# 4th Annual Healthcare DEAL MAKING SUMMIT

October 3-5, 2011 | Nashville, TN

## Accountable Care Organizations: Developing Strategies for Successful Implementation

### Pre-Summit Symposium October 3, 2011

- 7:30 – 8:30 Registration and Continental Breakfast
- 8:30 – 8:45 Opening & Welcoming Comments by Symposium Chair  
**Keith Gregg, MBA, CLP, Chairman, JRG Ventures**
- 8:45 – 9:30 **Health Care Reform, the ACO Programs, and the Top Ten Ways Healthcare is Likely to Change**  
**Craig E. Samitt, MD, MBA, President & CEO, Dean Health System**
- 9:30 – 10:30 **Achieving Organization-Physician Alignment**  
Hospital-physician alignment strategies are important in any environment to meet the needs of the facility and doctors alike. ACOs magnify the need for alignment, yet are unique from more traditional settings. This presentation will discuss methods for achieving alignment that will satisfy physicians, achieve ACO standards and help contain costs.  
**Mary C. Reed, Vice President, The Gateway Group**
- 10:30 – 11:00 Morning Break
- 11:00 – 12:00 **Valuation of Assets with an ACO**  
Asset valuation continues to be an important issue for healthcare providers. The impact of creating an ACO on valuation is not yet clear to many healthcare professionals, yet is an issue that must be understood. This presentation will discuss how ACOs will impact asset valuation from an acquisition and divestiture standpoint now and in the years to come.  
**Todd A. Zigrang, MBA, MHA, FACHE, ASA, Senior Vice President,**

Health Capital Consultants

12:00 – 1:30 Symposium Luncheon

1:30 – 2:15 **Bundled Payment - An Option to ACO**

Given the underwhelming response of providers to ACOs, this session compares Bundled Payment (ACEs) to ACOs and reviews results of Bundled Payment / ACE sites.

**Bill Phillips, FACMC, CHC**, *Adjunct Professor – Healthcare Finance, Graduate Program in Health Services Management & Leadership, George Washington University*

2:15 – 3:00 **Medication Homes in ACO Implementation**

It is the MEDICATION Home within the ACO that will be the most innovative aspect of the early phases of an ACO's model's successful foundation. Why create medication homes? Why do ACOs need a medication home? How will medication homes impact the current pharmacist role? How will ACO improve patient care and the overall health delivery system?

**Sam "Bo" Bartholomew, III**, *Chief Executive Officer, PharmMD*

3:00 – 3:30 Afternoon Break

3:30 – 4:15 **The Merger & Acquisition Market in Forming ACOs**

There are strong incentives for organizations to merge or make acquisitions in order to achieve economies of scale. Merging or making acquisitions may make the most sense for organizations lacking the necessities to create an entire ACO within a single organization to target complimentary partners. This presentation will discuss how the M&A market will be affected by the implementation of ACOs in the healthcare provider industry.

**Dean Boyer**, *Director, Healthcare IT Practice, McGladrey*

4:15 – 5:00 **Organizational Structure for a Successful ACO**

The organizational structure of an ACO is unlike any other provider system. Given the unsettled nature of ACOs, there are various models to choose from, each with its own set of advantages and disadvantages. This presentation will provide insight into the various models and how

to maximize the synergistic opportunities between the ACO and the provider as a whole.

**Thomas D. Anthony**, *Member*, Frost Brown Todd, LLC

5:00 – 5:30 **IT Infrastructure to Support ACOs**

Design elements of effective collaborative care models include governance, Information Technology (IT) infrastructure, quality measurement, new payment models, and alignment with overall reform. This session will cover components of the IT infrastructure necessary to support these new collaborative models, including what is the state of the industry and what are key action steps your organization needs to take prior to implementing an ACO strategy?

**Dr. Bill Fera**, *Executive Director, Health Care Advisory Services*, Ernst & Young