Prescription for Profitability: 50 Ideas to Stimulate Healthcare Savings

Description:  With the ink barely dry on the Patient Protection and Affordable Care Act, the industry is assessing the immediate and long-term effects of this legislation on the business of healthcare. Healthcare analysts say the smart money is on alignment of processes and programs with the landmark bill's built-in incentives to maximize profitability -- chiefly in the areas of prevention, team-based integrated care, population management and payment reform.

Prescription for Profitability: 50 Ideas to Stimulate Healthcare Savings delivers cutting-edge advice on key programs funded for pilots, demos and incentives in healthcare reform -- the patient-centered medical home, health coaching, care transitions, hospital readmissions, medication management and innovative payment models like the accountable care organization (ACO).

This 35-page resource provides a quick-reference on key programs and innovations that can help to put money back on the table for stakeholders by improving the quality of healthcare and curtailing avoidable utilization and cost:

- 10 Strategies for a Profitable Accountable Care Organization (ACO): Dr. Craig Samitt, M.B.A., president and CEO of Dean Health System;
- Three Pillars of a Successful Medication Adherence Strategy: Connie Commander, past president of the Case Management Society of America and president of Commander's Premier Consulting Corporation;
- Six Steps to Using Disease Management to Reduce Acute Utilization: Ariel Linden, Dr. P.h., M.S., president of Linden Consulting Group;
- Avoiding the Top Five Care Transition Breakdowns: Gregg O. Lehman, Ph.D., president and chief executive officer of Health Fitness Corporation;
- Three Health Coaching Models for Behavior Change: Roger Reed, chief consumer engagement architect for Gordian Health Solutions;
- 15 Steps to Improve Patient Education and Outreach: Barbara Wall, president and CEO, Hagen Wall Consulting;
- Four-Point Plan to Avoid Rehospitalizations: Mary Cooley, manager of case and disease management at Priority Health;
- Four Ways to Improve Care Delivery in the Medical Home: Michael Erikson, vice president of primary care services for Group Health Cooperative.

As an added bonus, this resource summarizes the responses of more than 110 healthcare organizations to the newly enacted legislation as well as steps they are taking today to prepare for the retooled landscape of healthcare — reactions captured in the days immediately following the historic March 21, 2010 House of Representatives' vote.

While the payment reforms and innovations in this legislation apply chiefly to Medicare or Medicaid services, private payors historically follow CMS's lead in these areas.

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