

# Practice Management Symposium PRESENTERS AND TIMES ARE SUBJECT TO CHANGE

Westin Seattle • Seattle, Washington • July 30, 2009 • 12:30 pm - 5:00 pm

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## Strategies to Address the Current and Future of Health Care and Musculoskeletal Delivery

Moderator: David Teuscher, MD, Orthopaedic Specialty Institute

12:30 – 2:00 pm

- I. Is a Group Practice Merger or Hospital Affiliation in your future? This session will review current group practice merger models and current physician and hospital integration models.

**A. Introduction**

- Michael J. McCaslin, CPA, Somerset

**B. The Umbrella or Federated Merger Model**

- Dave Fitzgerald, CEO, Proliance Surgeons, Inc., P.S.

**C. The Integrated Merger Model**

- Thomas E Wolfe, CPA, FACMPE, Chief Executive Officer, Texas Orthopedics

- Barbara Bergin, MD, Vice President, Texas Orthopedics

**D. The Health System Integrated Delivery System/Employment Model**

- Michael J. McCaslin, CPA, Somerset

**E. Panel Discussion**

**2:00 – 2:15 pm Break**

2:15 – 3:30 pm

- II. Operational Revenue Enhancement Strategies. While most groups have focused historically on external strategies including external or ancillary revenue enhancement strategies the current financial crisis has lead to a drop off in elective procedure volume in many markets. This has forced groups to look at operational efficiencies including revenue enhancement strategies.

**A. Introduction**

- Michael J. McCaslin, CPA, Somerset

**B. 2009 Process Improvement and Operational Revenue Enhancement Projects for the Umbrella or Federated Merger Model, including the Use of Practice Management Software Tools to Enhance Payer Compliance with Contractual Agreements**

- Dave Fitzgerald, CEO, Proliance Surgeons, Inc., PS

**C. 2009 Process Improvement and Operational Revenue Enhancement Projects for the Integrated Merger Model, including the Use of Practice Management Software Tools to Enhance Payer Compliance with Contractual Agreements**

- Thomas E Wolfe, CPA, FACMPE, Chief Executive Officer, Texas Orthopedics

- Barbara Bergin, MD, Vice President, Texas Orthopedics

**D. Health System Issues Dealing with and Addressing Revenue Enhancement**

- Michael J. McCaslin, CPA, Somerset

**E. Panel Discussion**

**3:30 – 3:40 pm Break**

3:40 – 4:40 pm

- III. Overhead Management. The recent financial crisis has resulted in many groups taking a step back and addressing overhead issues due to a slow down in business. With the thought that "A Crisis is a Terrible Thing to Waste", many groups are taking a hard look at overhead and how operations impact overhead.

**A. Introduction**

- Michael J. McCaslin, CPA, Somerset, Indianapolis, IN

**B. Overhead Management Strategies for the Umbrella or Federated Merger Model, including the Use of Benchmarking**

- Dave Fitzgerald, CEO, Proliance Surgeons, Inc., PS

**C. Overhead Management Strategies for the Integrated Merger Model, including the Use of Benchmarking**

- Thomas E. Wolfe, CPA, FACMPE, Chief Executive Officer, Texas Orthopedics

- Barbara Bergin, MD, Vice President, Texas Orthopedics

**D. Panel Discussion**

4:40 – 4:55 pm

- IV. Panel Discussion

4:55 – 5:00 pm

Closing Comments and Questions