

From Volume to Value: Managing Provider Performance

Managing provider performance and compensation has grown increasingly complex. Without the proper strategy, technology and resources to support this process, many organizations are struggling to effectively drive performance and engage physicians in the transition to value-based care.

To help uncover some of the opportunities for improvement, SullivanCotter facilitated a series of focus groups with hospitals, health systems and medical groups ranging in size from 500 - 2,000 providers.

Opportunities for Improvement



Maximize efficiency when working with data

- Eliminate offline spreadsheets and other **burdensome manual processes** to reduce errors and improve data integrity
- Reconcile and validate data more effectively by **moving from multiple systems** to a **single source of truth**
- Equip your team with the **time and resources** needed for **deeper analysis** – don't be “data rich and information poor”



Engage providers in the transition to value-based care

- Provide physicians with a **more transparent view** into how they are performing and being compensated
- Improve trust and engagement with **access to timely and accurate data**
- Communicate **changing work standards and expectations** to help reduce burnout and turnover



Align compensation and performance

- Avoid addressing issues ad hoc through **individual or clinic-specific compensation arrangements**
- Enhance alignment between **physicians, APPs and system-wide goals** to ensure success
- Ensure providers have a clear line of sight into their progress against new **value-based care metrics**



The right technology can be an asset

- Utilize technology as a **platform to drive change** at a time when change is inevitable
- Transform the way your organization **collects, analyzes and reports data** with a single, centralized system
- Drive performance and effectively engage providers with **actionable, data-driven insight**



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