Spring Managed Care Forum Learning Objectives

Keynote: Managed Healthcare: Today and in the Future
- Review the current trends in managed healthcare
- Recognize opportunities for managed care delivery
- Evaluate opportunities for success in the future

Rating Payor Performance Using Qualitative and Quantitative Measures
- Identify steps involved in creating a report card
- Identify qualitative and quantitative criteria used
- Identify various ways that report card is utilized

Diagnosis, Treatment Options & Costs of Schizophrenia
- Differentiate between schizophrenia and other psychotic disorders
- Discuss patient compliance and adherence to treatment
- Discuss behavioral and pharmacological treatments for schizophrenia
- Identify the cost factors for ongoing treatment of schizophrenia

Strength in Numbers: Consolidation & Collaboration Strategies for Practice Success
- Gain knowledge for responding to the competitive marketplace
- Appreciate the phenomenon of merging physician practices
- Identify various structural models and reasons for forming them
- Understand fiscal, legal and operative considerations relative to physician/hospital alignments
- Learn about physician/hospital alignments
- Appreciate how information technology and automated systems contribute to the development and success of aligned entities

The Relationship and Impact of Diabetes and Cardiovascular Disease
- Identify the key risk factors associated with CVD
- Discuss the relationship between CVD risk factors and the impact they have on Diabetes patients
- Compare data on the trends and prevalence between Obesity, CVD and Diabetes
• Emphasize the importance of early treatment/prevention of Diabetes and management of associated CVD risk factors
• Assess the economic impact these two disease states are having on managed care environments

Physician- Hospital Alignment- Setting a Strategy Amid Profound Change
• Understand the major factors driving changes in physician-hospital alignment
• Clarify the implications for hospital and physicians
• Identify physician alignment strategies that are best for your organization

Early Prevention, Diagnosis and Treatment of COPD
• Discuss COPD Guidelines from the American Thoracic Society and the Global Initiative for Chronic Obstructive Lung Disease
• Discuss the complications caused by COPD and prevention of complications
• Identify current and new drug therapies for COPD and other therapies, such as oxygen or pulmonary rehab
• Identify lifestyle changes to improve the COPD patient’s quality of life
• Discuss lung surgery options for COPD patients who’s lungs are severely damaged

Strategic Planning to Improve Market Share for Physician Groups
• Understand how to strategically improve your organization’s market share
• Examine how to investigate your own market
• Analyze your market
• Overcome challenges

Getting the Most Out of Clinical Integration: Is there ROI?
• Estimate financial and other resource costs of different clinical integration approaches
• Recognize market and organizational factors predicting successful contract negotiations
• Discuss how clinical integration provides other opportunities to grow revenue
• Identify direct and indirect program costs and offsetting costs reductions opportunities

The Physical and Fiscal Impact of Sleep Disorders
• Examine primary sleep disorders
• Discuss appropriate diagnostic and treatment options of sleep disorders
• Explain the economic impact of sleep disorders on society and the healthcare industry
• Describe the role of medical directors in appropriate treatment of sleep disorders

Positioning your PHO/IDS for Health Reform
• Define “national value-oriented” healthcare delivery system
• Identify the impact this type of delivery system will have on your PHO/IDS
• Explain the importance of collaboration among healthcare providers
• Identify roles and necessary steps to take to achieve success as a value oriented system

Managing Hyperlipidemia
• Identify the patient populations at risk for developing hyperlipidemia
• Discuss the importance of controlling all aspects of a cholesterol problem (HDL, LDL and triglycerides)
• Review the non-clinical preventative methods for controlling cholesterol levels
• Analyze the current treatment options available for patients with hyperlipidemia
• Identify the value of statin use in not only lowering LDL, but also in preventing cardiovascular events
Keynote: Healthcare Reform

- Identify the need for healthcare reform
- Discuss the key points in the current administration’s healthcare reform proposal
- Examine the impact healthcare reform will have on the industry
- Evaluate the role of medical directors, case managers, administrators and practicing providers in healthcare reform
- Demonstrate the impact healthcare reform could have on patient outcomes

Case Study: An Assessment of Pay for Performance in Medicare Advantage Plans: Lessons Learned from MediSun

- Understand how one Medicare Advantage Provider transitioned from fee-based reimbursement to a successful pay for performance model
- Learn what mistakes to avoid and what steps to take in the process
- Define which technology tools will be needed to support P4P and what workflow and relationship changes will boost your success

Legal Updates for Hospital & Health Systems

- Discuss scrutiny from the IRS, state and local governments with respect to tax exemption
- Identify legal concerns on gain sharing
- Describe current trends pertaining to clinical integration
- Identify the impact of the current marketplace on community boards

Comparative Effectiveness: The Impact on Managed Care and Patient Outcomes

- Define comparative effectiveness
- Identify the role of the Agency for Healthcare Research and Quality and the Institute of Medicine in determining comparative/clinical effectiveness
- Discuss how clinical effectiveness studies can be implemented and disseminated
- Recognize the Institute of Medicine’s recommendations for priorities in clinical effectiveness reviews
- Describe the role of comparative effectiveness in managing a patient population
- Recognize appropriate stakeholders in comparative effectiveness research
- Interpret the impact of comparative effectiveness on managed care

The Consequences of Non Compliance in Patients with Hypertension

- Discuss research showing the statistics of patient non-compliance
- Identify the goals of Hypertension treatment/management and the importance of patient screening for high blood pressure
- Describe the risks and consequences that can result from non-compliance and/or un-treated Hypertension
- Compare the various treatment/management options

Deterring Abuse in Chronic Pain Management

- Discuss appropriate methods to managed chronic pain
- Describe the prevalence of opioid abuse in chronic pain patients
- Identify steps to monitor compliance effectively
- Distinguish patient groups according to their risk of addiction

The Relationship between Rheumatoid Arthritis and Heart Failure

- Identify the current treatment options available for RA patients
- Discuss the economic value for early treatment options and the importance of risk awareness for patients diagnosed with RA
- Describe the variations in clinical presentation between patients with RA and those without the disease
• Analyze comparative data from RA patients and non-RA patients to show the risk factors for heart disease
• Compare the difference in the relationship between signs and symptoms association with RA and heart failure to the traditional risk factors of cardiovascular diseases

When Migraines Strike: The Five Phases of a Migraine Headache
• Differentiate between a Migraine headache and a typical headache
• Identify the symptoms associated with both the onset of and suffering from a Migraine
• Compare the 5 distinctive phases that occur during a Migraine, from the warning signs to subsiding pain
• Analyze recent observations, showing an altered understanding of the vascular changes that occur throughout the Migraine headache
• Discuss the current treatment/management options available, from pain relievers to inflammation reducers

Genomics, the CDC’s EGAPP and Managed Care
• How are future policy changes in HHS likely to change emphasis on personalized medicine and diagnostics as an element of health reform?
• Learn about new approaches for molecular diagnostics health technology assessment and implications for managed care decision making
• Understand the scope and nature of this Federally supported program and its emphasis on translating diagnostics into practice
• Discuss future directions in personalized medicine, the role of collaborative stakeholder participation, and integration with other ongoing public and private initiatives

Treatment and Management of Epilepsy
• Understand the diagnosis of epilepsy
• Discuss treatment and care management of epileptic patients
• Identify appropriate patients for referral to comprehensive epilepsy centers
• Recognize differences in epileptic syndromes and the implications for the patient

Overview of the Emerging Cellular Therapies Industry: Implications for Clinical and Cost Management in Managed Care Medicine
• Understand the scope and nature of the coming cell therapy revolution, plus key opportunities and challenges
• Identify the therapy areas where key initial emergent treatments will appear
• Learn what steps managed care decision makers are taking to prepare for these technologies
• Characterize clinical and cost implications for the managed care business model

Diagnosis and Treatment of Spasmodic Torticollis/Cervical Dystonia
• Identify symptoms and different types of spasmodic torticollis/cervical dystonia
• Discuss tests used to diagnose ST/CD
• Identify drugs therapies and injection treatments to control or subside symptoms of ST/CD
• Identify the complications of ST/CD and how to avoid and/or treat them
• Discuss physical therapies and lifestyle changes to improve quality of life for ST/CD patients