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Steps to a Clinically Integrated Network

Road Map for Success



Vision

The vision for a successful CIN is to enhance the quality and scope of healthcare services for consumers in the defined market, enhancing the process for access to the latest medical treatments, advanced research and innovations.

Approach

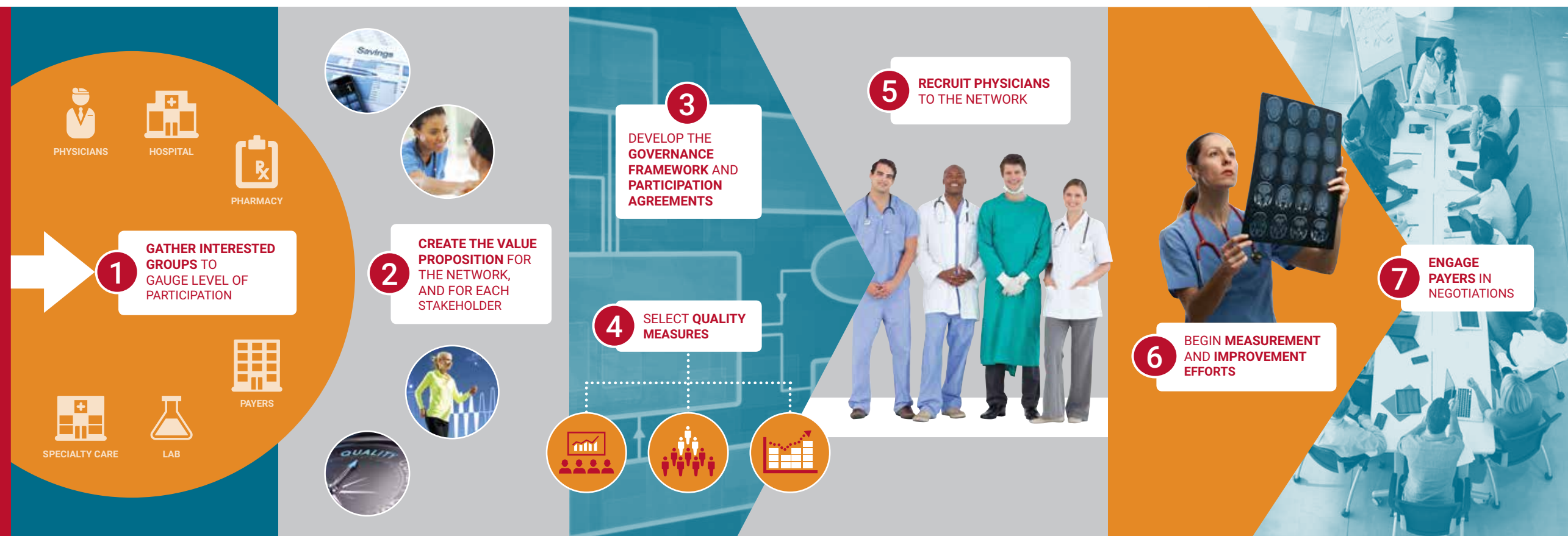
To further this vision and to support the steady transition to performance based on value, a cornerstone of strategy is the development of a clinically integrated network. Here we explore the step-by-step approach to form the network—from project planning and implementation to the development of agreements and a sustainable governance structure.

- Pre-work required to support physician leadership early in the network development process
- Use of planning tools to determine measurements such as quality of care, utilization of resources and cost-efficiency
- Identification of tactics to help drive “friendly” competition among physicians

The Steps

At each step in the process, understanding of the market helps to successfully navigate the many complicated aspects of network development (clinical, financial and regulatory).

The approach to planning can impact the quality of the partnership between the health system and the participating physicians and is an essential requirement to define the network’s value proposition, governance framework, performance incentives and the amount of risk to be shared by the physicians across the network.



Results

Connecting the healthcare services that consumers experience—primary and specialty care physician practices, acute care hospitals and outpatient care—provides the health system network/community ACO significant benefits:

- Improved access to quality care
- Insights into health of populations across the defined market
- Better management of patients across the continuum of care

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