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Dear Colleagues,

There is no doubt that big changes are ahead for every aspect of the nation's healthcare delivery and reimbursement infrastructure. Responding to these changes, private practice physicians affiliated with Asante and Asante Physician Partners are taking a collaborative, leading-edge approach to healthcare delivery, aimed at improving quality and outcomes, controlling costs, and strengthening our ability to contract collectively with health plans and employers.

Clinically integrated physician networks enable interdependence and cooperation between physicians and the hospital, removing barriers to coordination of patient care and increasing the efficiency of care delivery. Clinical integration is being employed effectively across the country in many different market settings.

In the next several months, you will be hearing a great deal about the Health Alliance of Southern Oregon integration initiative. You will receive information through newsletters, webinars, presentations in medical staff meetings, and one-on-one conversations—all of which will allow you to assess the network's benefits to you, participate in the program's development, and ultimately join if you so decide.

Some of us are volunteering our time and energy to build this model of care that will meet the unique needs of physicians in our community, and we think it is important to hear all perspectives to effectively achieve that goal. We urge you to join in our discussions, ask questions, challenge assumptions, and participate in building a strong future for ourselves, our patients, and our community.

For the good health of our community,

Chris Alftine, MD
 Chair, Clinical Integration
 Steering Committee

Brian Hall, MD
 Chair, Clinical Integration
 Clinical Programs Committee



WHAT IS CLINICAL INTEGRATION?

In its most basic structure, a clinical integration (CI) program comprises a network of physicians, working (most often) in collaboration with a hospital. This network establishes a quality program composed of clinical initiatives—developed and managed by physicians and supported by a management infrastructure—to improve the quality and the efficiency of patient care.

In collaboration with Asante, local physicians are developing a physician-led CI program to improve quality and efficiency and develop new avenues of reimbursement from payers and self-funded employers' insurance plans. This program will be physician driven and physician managed.

Who Benefits from Clinical Integration?

Simply put, everyone can benefit from this approach to healthcare delivery.

Patients receive greater consistency of high-quality care delivered by a trusted source—their physician—through better and more-efficient communication among you, your colleagues and your patients.

Physicians can demonstrate quality and efficiency to current and future patients, payers, and employers and enter into physician-directed collaborative negotiations for professional fees, pay-for-performance, and other contractual arrangements with health plans and employers in a way that financially recognizes your efforts.

Hospitals are able to develop more-collaborative relationships with the medical community, enlist physician support for quality initiatives, and advantageously position themselves in the market on the basis of quality.

The Health Alliance of Southern Oregon clinical integration program is expected to be operational by fall 2014. More information regarding clinical integration will be coming soon—with additional publications, webinars, and information sessions.

For more information or with questions about how to get involved, please contact Sheri Bodager by phone: (541) 789-2261 or email: Sheri.Bodager@asante.org. We also encourage you to reach out to members of the Steering and Clinical Programs Committees. We look forward to partnering with you!

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