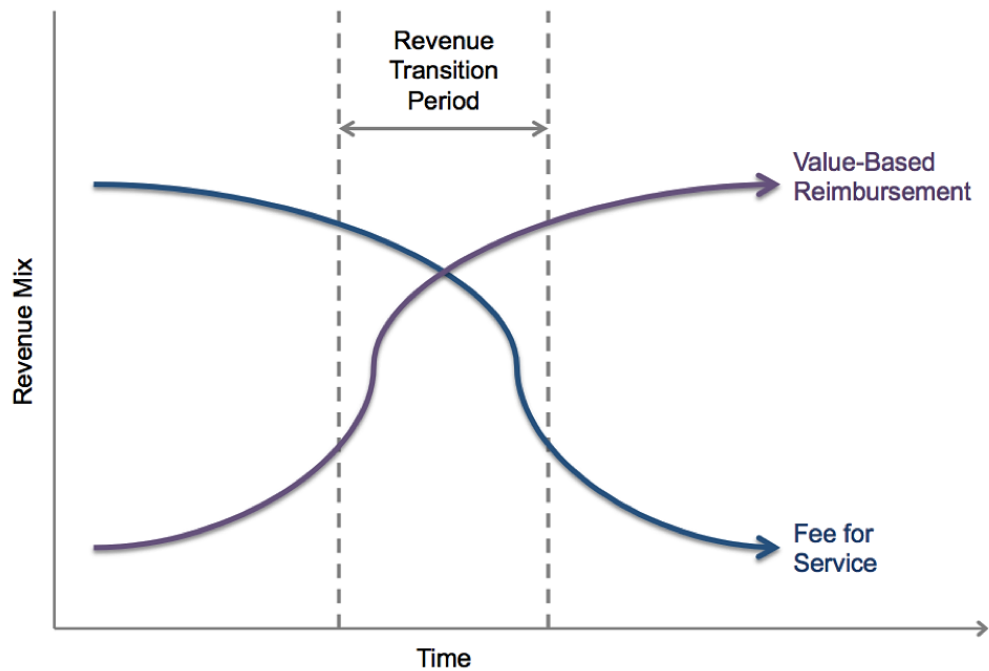


The Fight for Independence



Value transition



INDEPENDENT PRACTICE CHALLENGES:

- Rising costs
- Increased regulations
- Administrative burden to physicians
- Constant change
- Volume vs value
- Consumerism and access



Alignment models

GAINSHARE

- Quick hit
- Short term
- Focus on implants/supplies
- Minimal operational standardization
- Quality Metric Improvement

CO-MANAGEMENT

- Focus on processes
- Higher level of collaboration
- Standardization becomes a primary focus
 - Operational
 - Clinical
- Financial gains based on hours worked and incentives

CLINICAL INTEGRATION

- Requires common clinical, IT and outcome strategies and measures
- Sets clinical protocols that must be followed
- HIGH level of standardization
- Sets up for taking risk with payors
- Group retains independence

ARE YOU READY FOR ALIGNMENT?

- Willingness to standardize
- Ability to make data-driven decisions
- Accepting transparency
- Trusting data

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