



Capitation: Mastering It May Be a Key to Survival

Capitation is the preferred method of payment and risk sharing under managed care in the private sector and increasingly in Medicaid systems. This course will cover the practical aspects of life under capitation: how to determine costs, set rates, evaluate capitation as an option, track resource utilization, manage care in this environment, lower financial risk, and negotiate capitated contracts. Risk evaluation and assumption will be clearly defined and explained.

- Explain how capitation works, including rate calculation, cost determination, and managing resources.
- Describe effective approaches to the negotiation of capitated contracts and physician incentive packages.
- Outline effective approaches to financial success in the capitated environment.

WE-148
Wednesday, October 13, 1999
12:30 PM - 2:25 PM
Room # N208
Las Vegas Convention Center

FACULTY

Thom A Mayer, MD, FACEP

Professor, Emergency Medicine and Pediatrics, Georgetown University School of Medicine, George Washington University School of Medicine, Washington, DC; Chair, Department of Emergency Medicine and Medical Director, Flight Services, Inova Fairfax Hospital, Falls Church, Virginia

REFERENCES: Capitation: Mastering It May Be the Key to Survival – ACEP 1999

1. Mayer TA, Dresnick SJ: Contracting with Managed Care. In Salluzzo R, Mayer TA, Strauss R, (editors) *Emergency Department Management: Principles and Applications*. St. Louis, Mosby, 1997.
2. Shaw E, Stepnik L, Cowden, V: Capitation Strategy. Washington, *The Advisory Board*, 1994.
3. Iglehart JK: Physicians in the Growth of Managed Care. *New England Journal of Medicine*, 1994; 331:1167-1171.
4. Karpel M: Managed Care Emergency Medicine: Understanding the New Economics and Opportunities. 1995, Dallas, Texas, *American College of Emergency Physicians*.
5. Bell WH: Telephone Based Demand Management, *Health Care Strategic Management*, February, 1996, 6-8.
6. Wolcott BW: Managed Care Driving Force: Demand Management. *Info Care*, January-February, 1996:12-15.
7. Fields WW: Managed Care Survival Tactics for Emergency Medicine. *Emergency Physician Legal Bulletin*, 1996, 6:1-8.
8. *St. Anthony's Physician Capitation Report*. By Learning to Predict the Unpredictable Emergency Physicians Can Accept Capitation, May, 1996.
9. Stapczynski JS, Capitation for Emergency Physicians, *Annals of Emergency Medicine*, April 1996, Vol 24; 4: 501-505.
10. Capitated Providers Throw Weight Behind Intensivists. *Capitation Management Report*. August 1996. Vol 3:8: 113-132.
11. Capitation of Academic Medical Centers. *The Advisory Board Company*, Washington, D.C. January, 1994: 1-5.
12. Karpel MS: Capitated Contracting for Emergency Services. *Healthcare Finance Management*. May 1996: 33-37.
13. Capitation Strategy. *The Advisory Board Company*. Washington, D.C. 1994.
14. The Clockwork ED, *The Advisory Board*, Washington, D.C. 1999.
15. Shell GR: *Bargaining for Advantage*, 1999, Viking, New York.
16. Fisher R, Ury W: *Getting to Yes*, 1991, Penguin, New York.