Ten Keys to Enhancing Physician/Hospital Relations: A Guide for Hospital Leaders

Introduction

As the chart below indicates, physician and hospital services account for over half of the $3 trillion that is spent on healthcare in the United States each year.

Though physicians and hospitals are separated in the chart as distinct entities (as they are separated by Medicare Part A and Part B payments) their worlds often intersect and, at times, collide.

This continues to be true even though it is generally conceded that physician/hospital integration and collaboration, often referred to as “physician alignment,” is a key component of healthcare reform. The importance of physician/hospital alignment is not a new development. Physician alignment has been a central goal of hospital leaders for years and predates current efforts to replace the nation’s fee-for-service healthcare delivery model with a value-driven model.