

Changing CV Practice Landscape - North Carolina

Findings from ACC Cardiovascular
Practice Census

Presented to the ACC North Carolina Chapter

September 2012



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Methodology

- Survey sent to one physician representative from each practice in the U.S. and U.S. territories.
- Initial invitation sent 6/26 with reminders on 7/8, 7/16, and 7/24 for a new batch of contacts. Telephone interviews were conducted 7/28 – 8/17 to solicit responses from those who did not initially respond to the survey.
- A total of 2,520 unique practices in the U.S. and 42 in the state of North Carolina participated in this study after surveys were cleaned and duplicate practices eliminated.



This research represents

	Total	North Carolina
CV Practices	2,520	42
Cardiologists	21,373	688
Other physicians	94,425	5,029
Nurse practitioners	1,340	37
Physician assistants	4,703	252
Clinical nurse specialists	2,528	18
Registered nurses	18,456	321
Pharmacists	2,445	12
Administrative support	66,081	749



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Practice Setting

	Total	North Carolina
CV Group	45%	45%
Solo practitioner	26%	12%
Multi-specialty	12%	17%
Medical School/University	6%	19%
Non-Govt Hospital	7%	2%
Govt Hospital	3%	2%
Industry	1%	0%
HMO	1%	0%
Other	1%	2%
	Total	North Carolina
No answer	5%	0%
Rural	13%	21%
Suburban	42%	51%
Urban	39%	28%



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Practice Business Challenges

- Revenue streams continue to be the biggest challenge confronting CV practices in the U.S.

	Total	North Carolina
CMS/Medicare cuts	65%	66%
Reimbursement	60%	61%
Compensation	43%	63%
Billing/Coding	41%	32%
Expense management	32%	39%
Health IT implementation	30%	26%
Workflow management	28%	34%
Hospital/Practice integration	28%	42%
Staffing	26%	26%
Claims auditing	24%	18%
Workforce/staffing	23%	32%
Process improvement	21%	21%
Financial planning	17%	13%
Patient satisfaction	14%	16%
Financial/business benchmarking	13%	26%
Employment law/regs	13%	13%
Risk management	13%	5%
Patient education	11%	18%
Clinical benchmarking	10%	11%
Corporate law/regs	10%	13%
Other	10%	5%

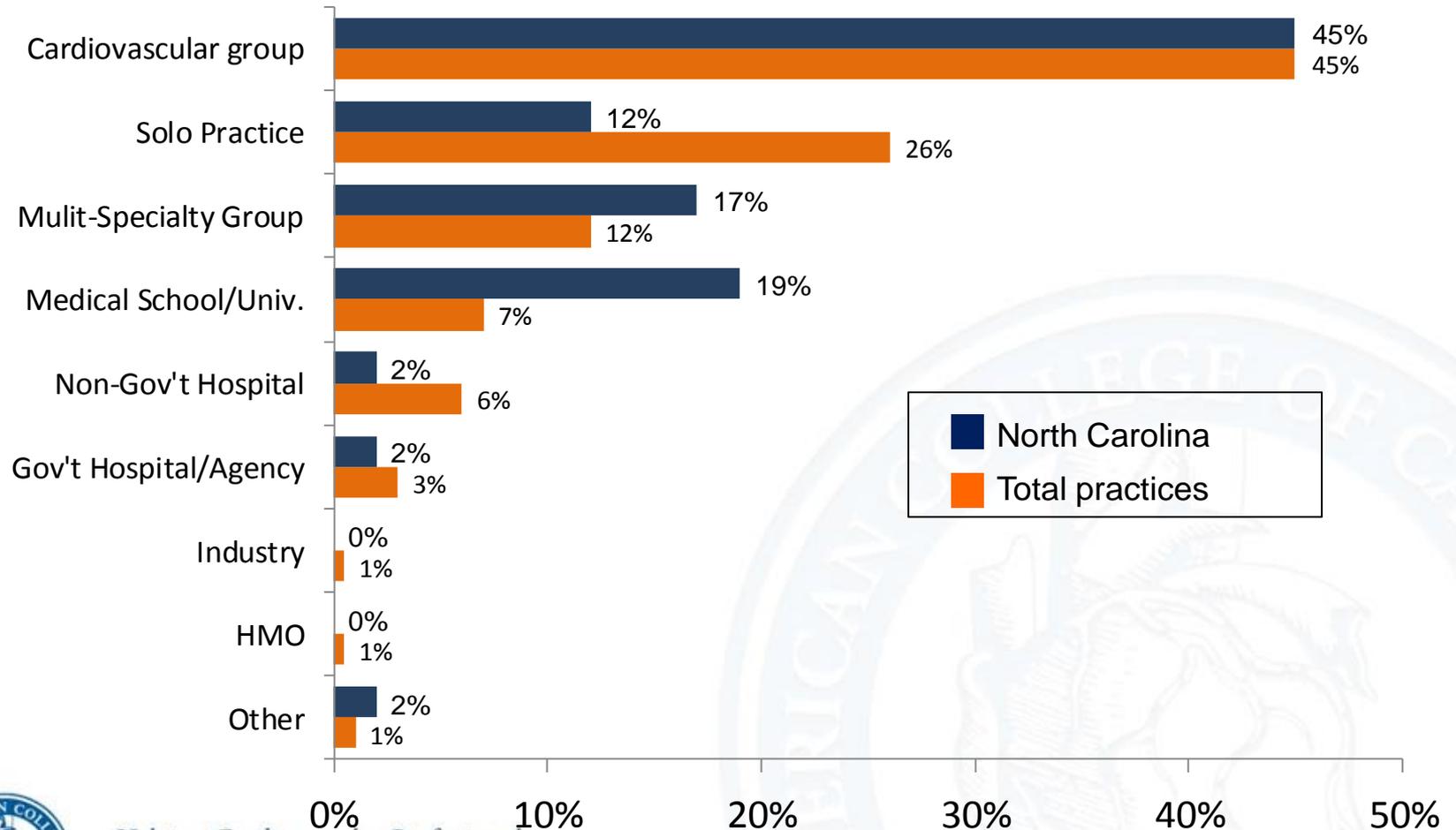


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Q9 What are the biggest challenges to managing the business of your practice? Please select all that apply.

Practice Type

- Cardiovascular groups are the more common type of CV practice. While solo practices represent one-quarter (26%) of the U.S. practices, only 4% of U.S. cardiologists are self-employed.



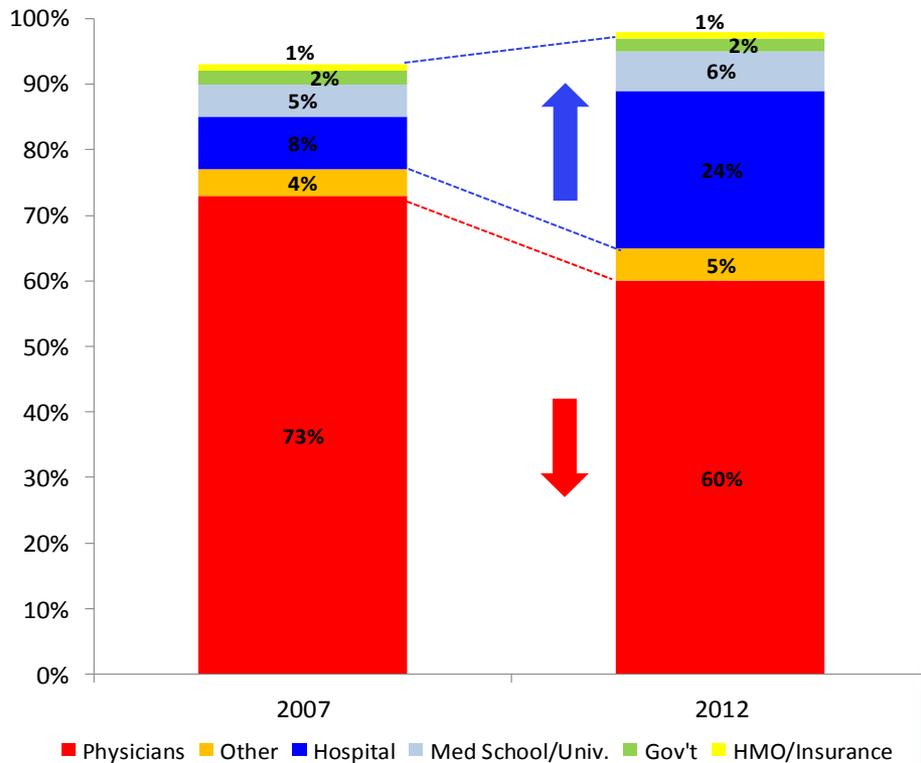
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Q2 To begin, how would you best classify your practice?

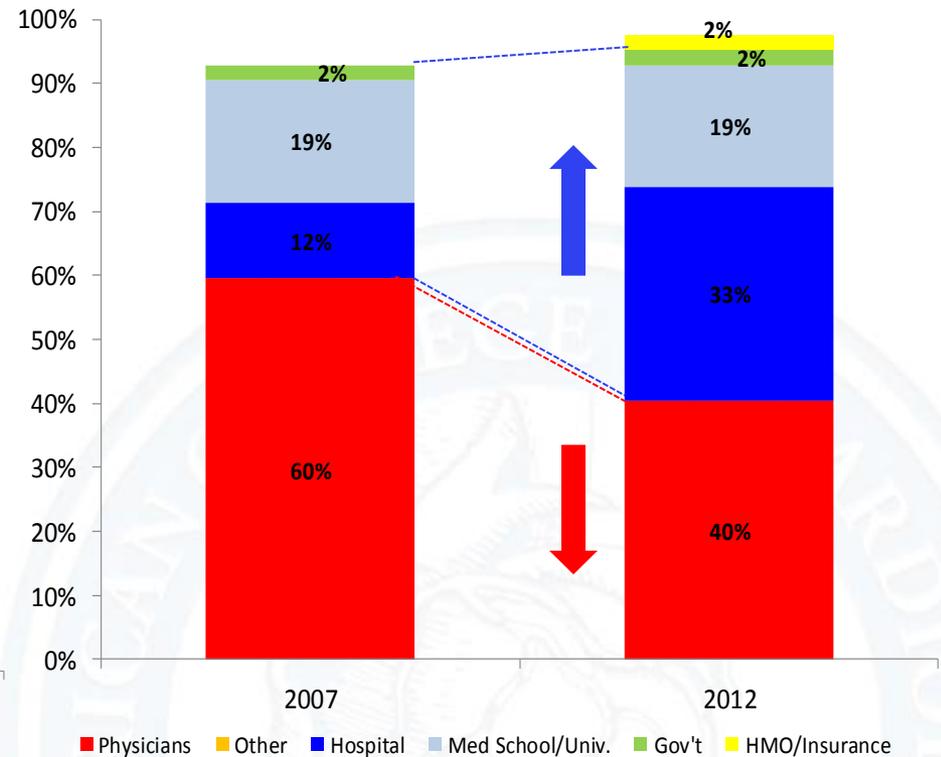
Evolution of Practice Ownership

- While physicians remain the primary owner for the majority of CV practices, over the past 5 years the number of physician-owned practices have declined while hospital ownership is on the increase.

Total Practices



North Carolina

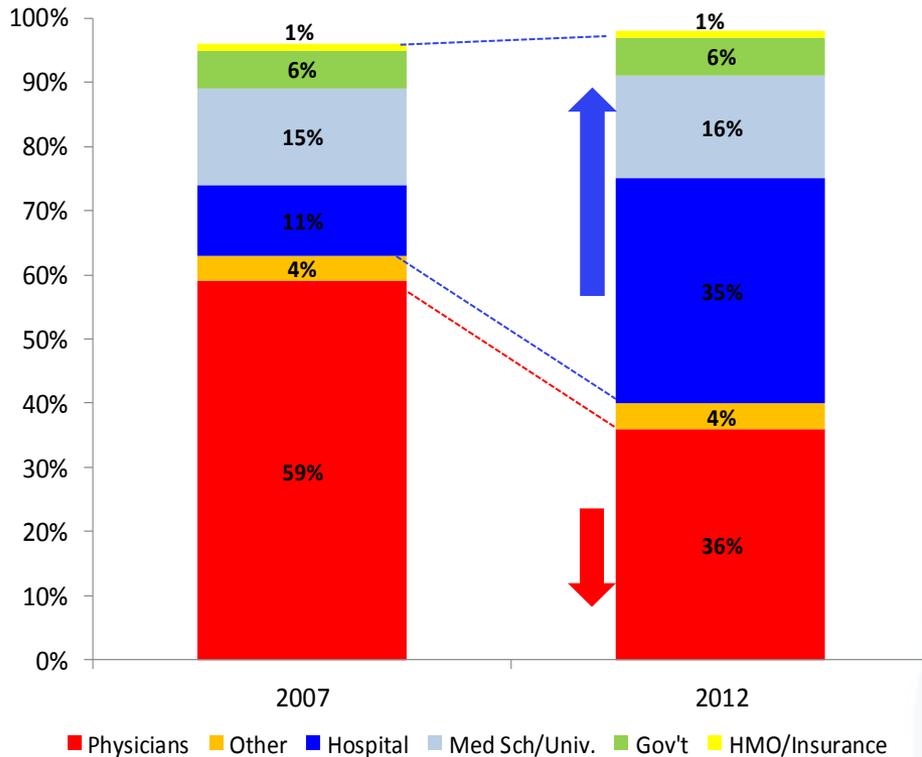


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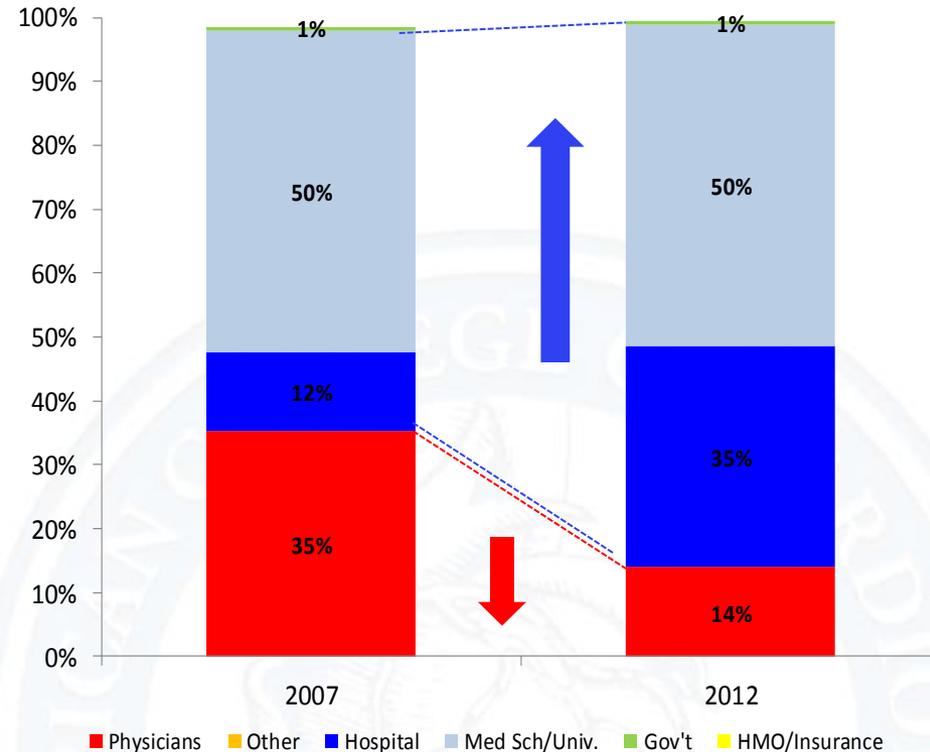
Evolution of Practice Ownership by Practitioners

- Over the past 5 years, the number of cardiologists working for hospitals has more than tripled and now the number of cardiologists who are employed by hospitals and physician-owned is at parity.

Total Practices



North Carolina



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2012 Integration Activity

	Total	North Carolina
Hospital integration activity	24%	33%
Consider hospital integration	6%	14%
Practice merger activity	5%	10%
Consider merger	3%	0%
Dissolution activity	1%	5%
Consider dissolution	1%	0%
Other	7%	7%
Closing practice	1%	0%
Nothing	46%	29%



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Q5 Which of the following best describes the actions taken by your Practice regarding integration or merging?

A lot of activity ...

	Total Practices		North Carolina	
	# Practices	# Cards	# Practices	# Cards
New ownership (no longer physician owned)	546	6,680	13	167
In discussions about hospital ownership	143	959	2	141
Considering hospital integration	148	967	6	155
Merged with another practice	72	1,533	3	82
Discussions about practice merger	48	286	0	0
Dissolution activity	33	196	2	41
Close practice	25	41	0	0

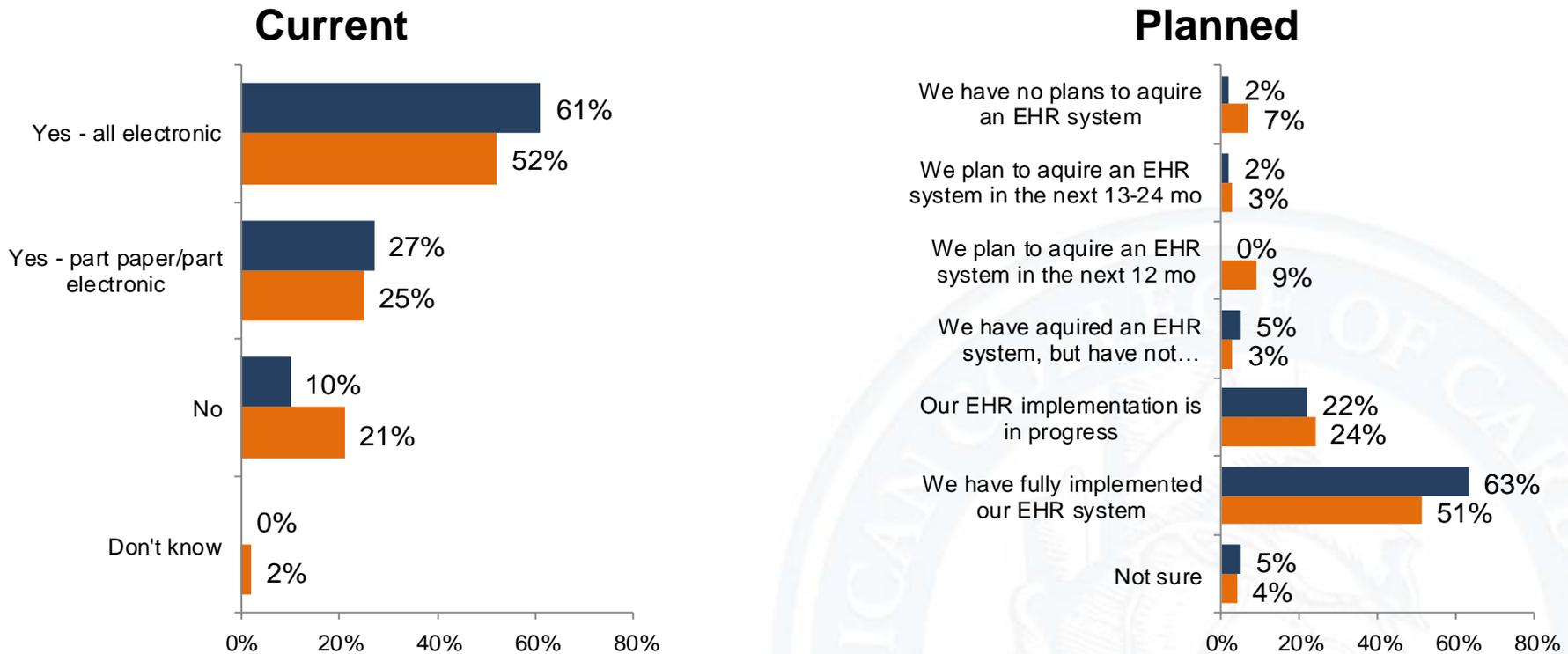


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EHR Usage

- The majority of practices use an EHR in their practice and only 7% have no plans to acquire an EHR system. Most practices are either already participating or plan to participate in the CMS EHR Incentive Program.

2012 CMS EHR Incentive Program Participation: 65% total practices / 69% North Carolina

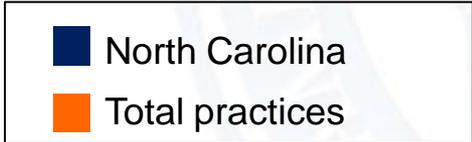


Q7 Does your primary practice location use an electronic health record (not including billing records)?

Q8 As of today, what is your degree of electronic health record Acquisition or implementation at your main practice site?



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Popular EHR Vendors

- The EHR market is very fragmented with no dominant leader in coverage.

	Total	North Carolina
Allscripts	15%	21%
EPIC	14%	21%
NextGen	9%	15%
eClinical Works	9%	9%
GE Centricity	9%	3%
GEMMS	4%	6%
Sage	3%	3%
Cerner	3%	9%
Athena Clinicals	2%	0%
Greenway	2%	0%
Practice Fusion	2%	0%
e-MDs Chart	2%	0%
Medent	1%	0%
CPRS	1%	0%
Amazing Charts	1%	3%
Aprima	1%	0%
Soapware	1%	0%
Other	23%	18%
Don't know	4%	0%



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Q8a What EHR do you use at your primary practice location? (Select all that apply)

EHR Features

- Patient information and prescribing are more common features that EHRs, regardless of brand, offer. Public health reporting is less common.

	Total	North Carolina
Patient demographics	93%	91%
Clinical notes	92%	97%
Orders for precriptions	92%	97%
Electronic lists of what medications each patient takes	91%	94%
Patient problems lists	91%	88%
Viewing lab results	83%	91%
Orders for laboratory tests	79%	85%
Orders for radiology tests	72%	74%
Viewing imaging results	62%	59%
Reminders for guideline-based interventions	52%	62%
Public health reporting	23%	24%
Other	1%	0%
Not sure	4%	3%



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Q8d Which of the following features does your EHR provide?
Please select all that apply.



**For questions about this report please contact
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