



Collaborative Arrangement With Physicians

Webinar Presented by Jeffrey Baird, Esq. of Brown & Fortunato

Tuesday, March 13, 2:30-3:30 p.m. EST

There are a number of terms that have recently entered the DME industry's vocabulary: "data analytics," "quality outcomes," "performance measurements," and "collaborative care." Collectively, these stand for the proposition that third party payors no longer intend to pay for health care services that are provided in "silos." Said another way, payors expect health care providers (physicians, hospitals, SNFs, pharmacies, DME suppliers and home health agencies) to work together to keep patients healthy...and keep them from being readmitted to the hospital time and time again. Payors expect providers to know what other providers are doing in treating a particular patient.

This program will examine the ways that DME suppliers can legally collaborate with physicians. Particular areas of focus are:

1. preferred provider agreements;
2. employee liaison arrangements;
3. consignment ("loan closet") arrangements;
4. medical director agreements;
5. sponsoring education programs; and
6. agreement with the physician to collect and share patient data so as to measure outcomes.

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