

# PHYSICIAN ENTERPRISE STRATEGIES: Joining Forces

**Health systems and their employed physicians have priorities that may conflict or align. The key is to agree on shared opportunities and pursue them.**



## Physician Priorities

- Rewards for delivering high value care
- Fair compensation
- Independence
- Work/life balance
- Leadership in decision-making
- Respect for clinical judgement

## Health System Priorities

- Access
- Aligned compensation
- Reduced operating costs
- Value-based care success
- Patient retention
- Compete with payers, physician aggregators and others

## Shared Opportunities

- Establish clear physician enterprise strategy
- Align compensation model
- Enhance payer strategy and infrastructure
- Increase access to care – (virtual, APPs, AI, remote monitoring)
- Align governance and organizational structure
- Develop partnerships for strategic growth
- Improve funds flow between enterprise and health system

**Health systems and physician enterprise leadership must jointly prioritize diverse, demanding and interdependent opportunities to maximize achievement of shared goals.**