

A non-exclusive, not-for-profit, physician led IPA focused on helping independent and community hospital-based physicians stay on the "frontline of healthcare."

EXECUTIVE DIRECTOR'S MESSAGE...

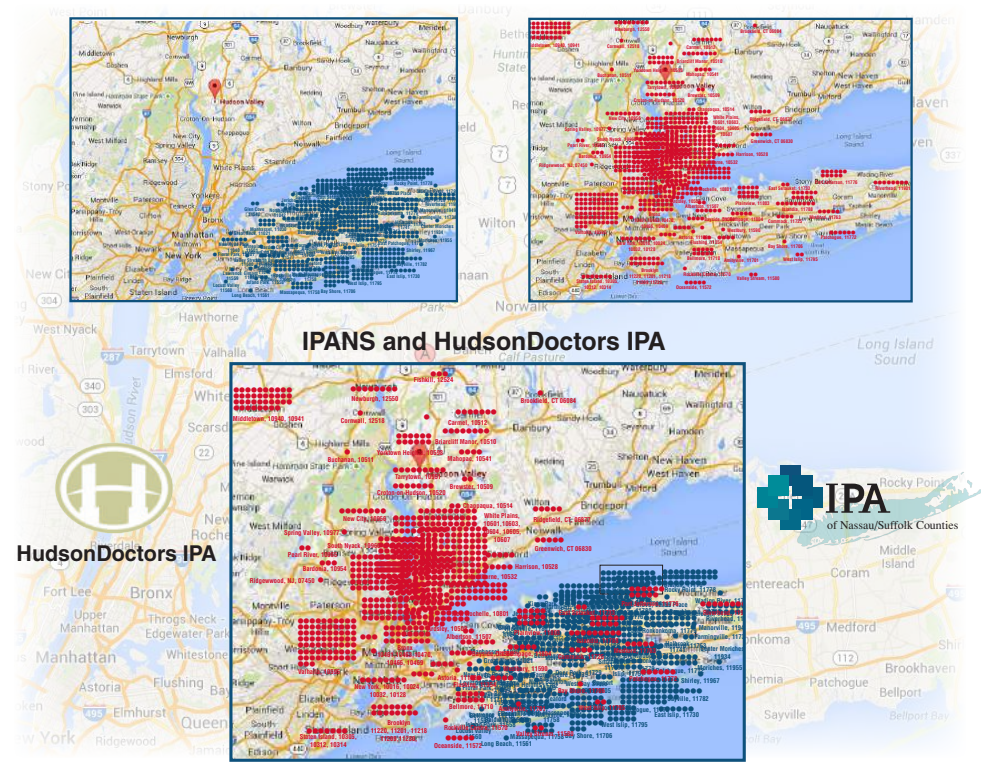
Breaking News: IPANS Announces Their Alignment with HudsonDoctors IPA



IPANS is excited to announce the completion of a collaborative agreement with the HudsonDoctors IPA. This is an independent physician's association of 800 member physicians that began in 1996 and is located in the Hudson Valley, primarily in Westchester County. The collaborative agreement will provide services to coordinate physicians into Population Health Management, Clinical Integration, Financial Integration and so much more.

"As we continue to grow into a large healthcare system, we are fortunate to find a perfect partner with the same visions and philosophies to keep physicians at the forefront of medicine recognizing the importance of prioritizing the patient over the hospital system." As stated by Michael Guarino, Executive Director of the IPA, "The two IPA's now representing over 1,600 physicians will serve over half a million patients in the Greater NY area."

"As we look forward to our mutually beneficial relationship, we anticipate many alignment struggles and challenges but we know that "together" we are poised to overcome any obstacles to our success," as quoted by Anthony Demetracopoulos MBA/JD, Executive Director and General Counsel of the HudsonDoctors IPA.



Welcome Aboard to our Newest Independent Physician Members

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| Digestive Disease Care P.C.
Gastroenterology, New Hyde Park
Biju Abraham, DO
Sakina Farhat, MD
Melissa Kang, MD
Nilesh Mehta, MD
Preeti Mehta, MD
Susan Ramdhaney, MD
Alan Sandberg, MD | Triantafillos Fillos, MD
Hematology/Oncology, East Setauket
Scott L. Gross MD, FAAFP
Family Medicine, Huntington
Mikhail Grzhibek, MD
Internal Medicine, East Patchogue
Jaydeep Kadam, MD
Gastroenterology, Syosset
Gary Kaplan, MD
Internal Medicine, Bellmore
Brett Kotlus, MD
Ophthalmology, Woodbury
Stelios Koutsoumbelis, MD
Orthopaedics, Plainview
Daniel Laieta, DO
Internal Medicine, Holbrook
James T. Lainiotis, MD
Internal Medicine, Plainview
Yohan Lee, MD
Physical Medicine, Plainview
Ting-Kin Leung, DO
General Surgery, East Setauket
Robert LoCastro, DPM
Podiatry, Hauppauge
Stuart Lustberg, MD
OB/GYN, Huntington
Ilya Makarovskiy, DPM
Podiatry, North Bellmore
Anastasios Manaris, MD
Cardiology, North Babylon
Bimal Patel, MD
Cardiology, Patchogue
Mihir Patel, MD
Family Medicine, Hempstead | Aretha Persaud-Mancusi, MD
Family Medicine, Melville
Robert Polofsky, DO
Family Medicine, Amityville
Elena Plavnik, DO
Family Medicine, Amityville
Gobindveer Sahi, MD
Sports Medicine, Patchogue
Cynthia Santiago, MD
Family Medicine, Port Jefferson Station
Mona Sharaan, MD
Pathology, East Setauket
Kostas Sideridis, DO
Gastroenterology, Syosset
Kristen Somoza Occ. / Phys. Therapist
Orthopaedics, Smithtown
Steven Stummer, DPM
Podiatry, Northport
Charles Timson, MD
Family Medicine, Huntington
William Tutrone, MD
Dermatology, Port Jefferson Station
John Veliath, MD
Family Medicine, Wading River
Alex Vidal, MD
Cardiology, Bay Shore
Tooraj Zahedi, MD
Endocrinology, Brooklyn
Ruslan Zhuravsky, DO
Otolaryngology, Plainview
Welcome to all HudsonDoctors IPA members |
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IPANS Sponsors Bike Day for AMBUCS

On July 23, 2016, AMBUCS Long Island and local community members came together for the first annual Summer Bike Day event, held at the IPANS corporate office in Commack, NY. AMBUCS is a non-profit organization dedicated to donating AMTRYKE therapeutic tricycles to children and adults who are unable to operate a traditional bike. During the event, two bikes were donated to children in need. "I can't begin to express how grateful we are that IPANS opened up their office space for our event, said AMBUCS President Michelle Lazar. "Any time we can bring the community together for such a great cause, it's a source of pride for us".



AMBUCS President Michelle Lazar with 17 year old Liane Russell.

Medical Arts Radiology Announces the Opening of Their 9th Location

Medical Arts continues to expand its foot print throughout Long Island by opening its 9th facility located at 267 East Main Street, Smithtown, NY. Along with providing several cost-effective options to their patients, Medical Arts Radiology also provides support to Independent care and specialty physician across the island, through their involvement with the Independent Physicians Association of Nassau/Suffolk Counties, ("IPANS").



IPA
of Nassau/Suffolk Counties
1092 Jericho Turnpike, Suite 2N
Commack, New York 11725

SAVE THE DATE!

Quarterly Manager and Member meeting will be held at the Watermill on September 28, 2016.

For additional information please contact us at:
P: 631-698-1900 or E: ipasuffolkcounty@gmail.com

For more information, contact the IPA at ipasuffolkcounty@gmail.com or call 631-698-1900

PRESIDENT'S MESSAGE...

"To Be or Not To Be..." An Independent Physician

This six word phrase has so much to say let alone ask on multiple levels. It was originally spoken by a despondent Hamlet contemplating suicide waiting for Ophelia in the classic play by Shakespeare over 400 years ago. Applied to countless situations, it provokes thought, discussion, and ultimately decision.

Today, an Independent Physician is faced with healthcare's most demanding standards that require enormous amounts of time and resources. Governmental regulations are abundant, complex, and ever changing. It seems as though the deck is always stacked against us.

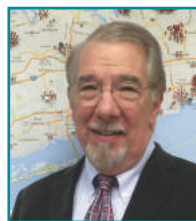
Its easy "Not To Be". The financial offers of the large systems can be quite tempting. The thought of saying goodbye to administrative work may be real but it is delusional. The real price is freedom. Freedom to practice medicine without a saddle and bridle, freedom to refer your patients where you decide is best, freedom to accept or reject a financial contract, freedom to choose the most appropriate therapeutic plan, freedom to develop a doctor-patient relationship, the list goes on and on.

However, to coin a phrase, freedom is not free. "To Be" requires an expenditure of effort to secure and maintain skill. It also requires an uncompromising determination to adhere to the important tenets of the practice of medicine. No less important is the understanding that to be an Independent and successful physician we must be united in our efforts.

The IPA of Nassau and Suffolk Counties has quite a list of achievements since its inception in 2011. The success is due in no small part to its quality physician members that have understood the task, accepted it, and leaned in to get it done.

I am encouraging our members to proudly continue their independence and freedom and be secure in knowing the IPA will continue to provide all the support "To Be."


John L. Franco, MD
President



IPA News...

IPANS Announces New Vice President of Payor Contracting

The Independent Physician Association of Nassau/Suffolk Counties, ("IPANS") is pleased to announce the appointment of Adam Bernson as Senior Vice President of Payor Strategy & Contracting. Mr. Bernson will look to align strategies and initiatives with both providers and payors in a collaborative manner to help reduce rising healthcare costs, while positioning IPANS for future growth.



Mr. Bernson most recently was the Director of Network Development for Empire Blue Cross Blue Shield and was in charge of managing over \$2 billion in annual expenditures for the company.

IPANS was created in 2011 to preserve the independent practice of medicine with the sole focus on helping independent and community hospital-based physicians stay on the "frontline of healthcare." "IPANS" membership is currently over 800 independent physicians on Long Island. Utilizing clinically integrated population health our physicians continue to put their patients first by performing "the Right Care, at the Right Place, at the Right Time™"

Michael Guarino, Executive Director of "IPANS" states, "As we grow into a leading health care system on Long Island we continue to need to expand our talent pool to include expertise in at risk contracting with the payors. As we go from fee to service to value based payments to full risk Mr. Bernson brings that talent to us."

Local News...

IPANS Leadership Meets with New York Congressman Lee Zeldin

On August 10, 2016 a team led by IPANS Executive Director Michael Guarino and IPANS President/Medical Director John L. Franco, MD met with Rep. Lee M. Zeldin (NY-1) to discuss the challenges independent physicians are facing and how IPANS works diligently to support these physicians. In addition discussion centered on the impact of same day surgery centers on the healthcare system and to inform the congressman how we plan to increase quality and decrease the cost of healthcare on Long Island.



Dr. John L. Franco, Dr. Ather Mirza,
Congressman Lee Zeldin and Michael Guarino



IPANS Expands Into New Headquarters in Commack

The IPA of Nassau/Suffolk Counties is proud to announce IPANS has moved into its new corporate headquarters at 1092 Jericho Turnpike in Commack, NY. Significant growth of our membership has resulted in the necessity for additional staffing to meet the needs of our clinically integrated network. As fee for service sets in the west, value based contracts are rising and require more infrastructure to implement and effectively maintain. Our staff is ready to meet the needs of our physician members and deliver the service necessary to ensure that independence will continue to be rewarding.

State and National News...



PCMH ; Why this "FOUR-LETTER WORD" should be a part of your vocabulary

Patient-Centered Medical Home is a care-delivery model to achieve the "Triple Aim" goal of improving the health of a population, improving the patient's experience of care, and reducing the per capita cost of healthcare.

PCMH consists of a set of guidelines that need to be implemented for a PCP (Primary Care Physician) to be accredited and recognized. Recognition will distinguish a practice as a center of excellence. Medicare and third-party insurers are adapting the PCMH model and making it mandatory by 2020 to be able to document "Pay-For-Performance" (P4P) reimbursement.

The IPA has created a PCMH Toolkit for those PCPs who are ready to become NCQA accredited and recognized. A presentation about PCMH and the IPA Toolkit will be made at our **Members Meeting on September 28, 2016**. PCPs need to make this "four-lettered word" part of their vocabulary to remain competitive, viable, and independent in this rapidly changing healthcare industry. Please contact Eric Schein, Associate Clinical Coordinator at 631-698-1900 for more information.

October is National Breast Cancer Awareness Month!

Breast Cancer is the number two cause of cancer deaths in women. Finding breast cancer early reduces a woman's risk of dying from the disease by 25-30% or more. Women should begin having mammograms yearly at age 40, or earlier if they are at high risk. The IPA encourages our physicians to make sure that their female patients have a breast exam and a mammography for breast cancer screening. Medical Arts Radiology, an IPANS member throughout Nassau/Suffolk County, is the preferred vendor of choice for its members.



Payor News...

BCBS Enablement Team Continues Partnership Discussions



A team of 12 Anthem executives from around the country came to the IPA corporate offices to discuss a new enablement program as a pilot to assist in our population health management. The discussion included assisting in care managers, care navigators, coding specialist, social workers and a host of other ancillary providers to continue IPANS success in delivering "the Right Care, at the Right Place, at the Right Time™" We look forward to the continuing discussions and will keep our members informed as it develops.

Contract Updates

Aetna Enhanced contract is NOW available to all eligible IPANS members, currently we have successfully transitioned 206 of our 310 eligible members onto the contract. Please reach out to a team member today to assist you with onboarding: P: 631-698-1900

IPANS continues discussions with United Healthcare and Cigna in an effort to offer its members an enhanced contracts for both carriers. Information will be forthcoming and details are finalized.



Hospital Employment of Physicians

Reports from physician recruitment firms suggest a drop-off in hospitals hiring physicians. The market has become diversified and hospital demand varies regionally. The shift toward employment has significant implications for physicians, but also impacts patient and the system as a whole. For physicians, the trend can alleviate certain practice burdens at a cost of freedom. For patients, the trend will impact where they receive care and how much they will pay in cost-sharing. A 5000 physician survey by Medscape revealed the following:

- Employed doctors are glad not to deal with running a practice but dislike not having control over decisions.
- Self-employed physicians are more satisfied than employed physicians 63% vs 55%
- Straight salary is on the wane, productivity is increasingly tied to salary 33% (2014) and 38% (2016)
- 4 in 10 employed physicians have productivity quotas.
- Employed doctors feel out of sync with employer's goals. 57% disagree with workplace policy.

For those employed physicians who feel undervalued, overworked, unhappy with "system policy" and want to take back charge of their lives by becoming independent and enjoying freedom of choice, please contact IPANS for information and assistance.

Go from Employed to Independent!

IPANS Agrees to Three-Year Enhanced-Rate Contract with Oscar Insurance Corp.



The IPA of Nassau/Suffolk Counties ("IPANS") is proud to announce that they have reached a three-year enhanced-rate contract with Oscar Insurance Corporation ("Oscar"), beginning on January 1, 2017 and extending until December 31, 2019. Additionally, the IPA will have the option of continuing the relationship after 2019 on a year-to-year basis.

For more information about Oscar Insurance Company, please visit them online at: www.hioscar.com. For more information about the enhanced-rate agreement, please contact Frank DiMotta, COO at (631) 698-1900 or ipasuffolkcounty@gmail.com.