

#### Dr. Isaac Kramer (Internal Medicine)

"I think it gives the best of two worlds, on one side it's the independence, on the other side, it's security. I think combining those two things give most physicians the opportunity to practice medicine, as it should be practiced."



**Dr. Bruce Mintz (Internal Medicine)** *"It allows us to feel like we're practicing the way we always practiced, but we have this mountain of people behind us. Those people are caring, they are concerned about us, they understand the dynamics* 

of a rapidly changing world in terms of codes, and the way that organizations interface with hospitals. Being a part of Primary Care Partners has undoubtedly made me a better physician, in that it's allowed me to focus on the things I want to do most, and that's taking care of patients."



**Dr. Laura Senator (Pediatrics)** *"I would recommend it 100%. Between the innovation, support not only from other primary care doctors, but from Atlantic Health System, it's almost too good to be true. It's a fantastic, life changing can-do* 

type of organization. If anybody has an idea about how to make things better for practicing primary care, it's going to be done."

## **Physician Governance**

Primary Care Partners is physician owned and governed. At the practice level, members remain in charge of their employees, scheduling and P&L. At the corporate level, leadership positions focus on payor relations, membership and network development, business optimization, and marketing and innovation. Our commitment is to keep physicians in charge and engaged both operationally and strategically. Founded in 2011, Primary Care Partners, LLC, is a physician-owned and physician-governed group of primary care practices having strategic and management alliances with Atlantic Health System (www.atlantichealth.org).

Primary Care Partners helps physicians improve the quality of patient care, reduce operating costs, and streamline health care delivery.

Family medicine, internal medicine and pediatric practices can benefit from clinical, financial, and operational integration. We offer management services that are designed to enhance profitability while giving doctors more time to spend with their patients and families.

In an increasingly complex health care environment, Primary Care Partners aims to optimize business processes with a strong commitment to best practices. With operational expertise and business management services, physicians can better serve their patients and respond to the regulatory requirements mandated by health care reform legislation.





For more information, please email pcp@pcp.atlantichealth.org









We care for your practice, so you can care for your patients.



# Let's Get Started . . . Steps to Success!

- Meet with PCP representatives and physicians
- Confidentiality and HIPAA Agreements provided & executed
- Request for practice information and statistics to review day-to-day operations/financial aspects of the practice
- Opportunity analysis, IT quote, malpractice loss runs and due diligence review presented to physician/ practice
- Primary Care Partners Operating Agreement executed (governing/membership documents)
- Implementation process officially kicks off, coordinator is assigned to practice, and training and support are initiated.
- "Go-Live" approximately 120 days after signing with ongoing practice training & support

### **To Our Valued Residents:**

Primary Care Partners provides assistance with the transition from residency to postresidency employment.

To get you started in the field of medicine, our services include:

- Assistance in the establishment and launch of a private practice
- Assistance with leveraging the opportunity to join an established practice
- Assistance with applying for the Physician Loan Forgiveness Program

<b>Key Managment Su</b>	pport Services
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Technology	<ul> <li>Hardware/Software Support - EPIC Ambulatory &amp; Cadence/Prelude</li> <li>Licenses for Practive Management System and EMR/EPIC</li> <li>Help Desk Support</li> <li>EPIC Upgrades</li> <li>All system training</li> <li>Application Support</li> </ul>	PRACTICE SAVINGS: EMR
Revenue Cycle Managment	<ul> <li>Payer Credentialing</li> <li>Coding Education</li> <li>Payer Relations Contract Management</li> <li>Accounts Receivables/Denial Mgmt/Account Recovery</li> <li>Statements/Customer Service Center/Collection Agency</li> <li>Billing &amp; Collections Services</li> <li>Claims Production</li> <li>Insurance Registration &amp; Verification</li> </ul>	PRACTICE SAVINGS: Billing & Coding Services
Finance	<ul> <li>Quarterly Statements</li> <li>Banking Services</li> <li>Accounts Payable</li> <li>Payroll</li> <li>Accounting Services</li> <li>Tax Consultation &amp; Support</li> </ul>	PRACTICE SAVINGS: Accounting Payroll Services
Administration	<ul> <li>Implementation Process</li> <li>Human Resource Services &amp; Staff/Physician Recruitment</li> <li>Marketing Consultation</li> <li>Purchasing Alliances Group</li> <li>Compliance and Regulatory Advice</li> <li>Website Development and Maintenance</li> <li>Health Information Management/Medical Record Services</li> <li>Benefits/Retirement/401K</li> </ul>	PRACTICE SAVINGS: Malpractice Major Supplies Vaccines
Performance Management	<ul> <li>Account Liaison Manager</li> <li>Business &amp; Clinical Dashboards</li> <li>Business Intelligence Tools</li> <li>Best Practice Models</li> <li>Practice Management Education</li> <li>Member of Atlantic Accountable Care Organization (ACO)</li> </ul>	<b>PRACTICE SAVINGS:</b> Training & Education

### As a member of the group, you will also receive the following services:

Strategic planning

- Risk management
- Online presence (website, social media)

- Ancillary services development
- Managed care contracting
- Pension oversight
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  - Marketing support

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