



What's **NEW** at Therapy Partners

Hi Therapy Leaders

We are watching the health care market change right before our eyes. In my humble opinion, for independent therapy practices

The **BIGGEST IMPACT** changes are

Consolidation
Size Matters

Shift from Volume to Value
Better Outcomes, Better Profit

Financial Risk Sharing
We're in this Together

SO let's talk about CONSOLIDATION . . .

Size Matters

Hospitals merging to form HUGE Care Systems and ACOs

Care Systems are acquiring Primary Care Practices

Growing number of physicians now work for Care Systems and ACOs

Medical practices merging to form BIG Specialty Groups

The powerful health plans are acquiring the smaller ones

Big Physical Therapy Organizations are acquiring independent practices, opening new clinics

Greater size brings strength to the market. Greater access. Greater negotiating strength. Greater financial strength. Greater operational efficiencies. Greater ability to share financial risk. Greater volume of services.

Bigger organizations get more attention, better reimbursement.

Yes. Size DOES matter.

So what can independent therapy practice owners do? Well . . . Their medical specialist counterparts like orthopedists and GI docs typically **MERGE** their businesses to consolidate and get bigger. So you could do the same. You can find other practice owners and combine your businesses. That means dealing with a number of control issues and bringing together multiple cultures under a single ownership umbrella. It's also a LOT of work and very costly with legal, accounting, and consulting fees.



Here's another option. A number of independent therapy practice owners have decided to **SELL** to large organizations like ATI, Select Medical Group, local hospital systems, and others. That's probably somewhat easier, and you definitely get much bigger. But you give up your business and a vast majority, if not all, control. And YOUR Culture becomes THEIR Culture.

Merging or Selling **TIGHTLY CONSOLIDATE** your practice and can give real market advantage – assuming the organization brings not only size, but measurable value.

Or you can go 'looser' with fewer changes. You can 'consolidate' as a **LOOSELY KNIT** network or Independent Practice Association (IPA). Networks and IPAs bring some market strength if they are organized around value delivery, but they don't simplify processes or reduce costs for health plans.

Here's a great option. How about forming or joining an MSO – management services organization. Therapy Partners has been in business as an MSO since 1999 and brings its members – 11 practices, 23 clinics, 80+ therapists – great value – centralized billing and payment processing, better contracts with health plans, risk sharing arrangements, exceptional FOTO outcomes, and practice management services. TPI's MSO brings **MARKET STRENGTH** to our member practices because we **BRING VALUE** to health plans and other powerful decision makers.

MSO
Management
Services
Organization

HOW? . . . **Simplification**. We have one person negotiate with plans on behalf of all the members. *One contact. One contract.* We contract with ALL health plans for ALL members under a single Tax ID Number. All members use the same billing system, and Therapy Partners submits claims and processes payments for each practice. Simplification reduces health plan costs. Value. **Predictability**. All TPI member clinics use FOTO, measure their outcomes, and manage their care – predictable costs, predictable outcomes. Predictability is critical to insurance companies. **Risk Sharing Ability**. With our huge data base of FOTO outcomes and efficient care management, TPI has engaged in a value-based, risk sharing contracts with a large health plan since 2010. TPI clinics deliver **The Triple Aim** – measurable quality, an exceptional patient experience, and lower total cost of care.

And best of all . . . TPI practice owners continue to own their practices.

We are looking to grow our TPI membership in Minnesota and Wisconsin AND expand into other states.

Interested in the value being part of an MSO brings your practice?

Give me a call or shoot me a text.

Jim Hoyme

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[contact Jim](#)

TPI Member practices

OSI Physical Therapy

Stillwater, Mn

Maplewood, Mn

Lake Elmo, Mn

Forest Lake, Mn

White Bear Lake, Mn

W. St. Paul, Mn

Shoreview, Mn

3M Corporation

Somerset, WI

PTOSI

Minneapolis, Mn

Roseville, Mn

Coon Rapids, Mn

Plymouth, Mn

Mn Sport & Spine

Burnsville, Mn

Creekside PT

Hopkins, Mn

Germann Physical Therapy

Minnetonka, Mn

Horizon Physical Therapy

Brooklyn Park, Mn

Wenger Physical Therapy

Mankato, Mn

Progressive Care

Grand Rapids, Mn

Lake Area Therapy

Moose Lake, Mn

Cromwell, Mn

Greenfield PT & Sports

Spooner, WI

Living Well Therapy

Duluth, Mn



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