

Evaluating a Super CIN Opportunity

Is participation in a super clinically integrated network (CIN) in your organization's future? Here are some questions for health care organization boards and leadership to consider.

Organizational Alignment

- Is there a shared commitment from all parties to collaborate for improved outcomes, quality and value?
- Are physicians willing to support the concept?
- Has the value to the marketplace and patients been vetted and documented?

Governance

- Does the ownership/governance structure recognize each participant's contributions and not just their relative size?
- Does the ownership/governance structure clearly spell out the decision-making processes on critical issues?
- How are physicians represented in the governance structure?

Financial Metrics

- Has the cost avoidance proposition been quantified?
- Has the long-term value of additional covered lives been quantified, including the difference in "going it alone?"

Operating Model

- How/where will care management functions be centralized?
- What are the expectations to standardize care delivery processes and outcomes?
- How much local flexibility will the hospital and its physicians have in implementation?

Legal/Regulatory

- Has the plan been reviewed by outside counsel specifically versed in CIN/super CIN development?
- Will FTC review/opinion be required? Now? Or at some point in the future?

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