

What's Mayo All About?

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Mayo Clinic

- **125+ year old multi-specialty group practice**
- **Operate primarily in 4 states** (Minnesota, Florida, Arizona, Wisconsin)
- **Medical practice activities in 14 locations**
 - 3 very large (revenues \$800M - \$3B)
 - 4 medium sized (revenues \$140M - \$500M)
 - 7 much smaller (revenues \$10M - \$100M)

Mayo Clinic

- **Organized into 3 Mayo Group Practices (MGPs) and a Health System**
 - Salaried physicians in MGPs where significant research and education also occur (tertiary care, academic medical center)
 - Productivity based salaried model in Health System where more primary care is provided
- **50,000 employees;** ~4,000 ea in Fla and Az, ~12,000 in MHS
- **Approximately 80 corporations;** mix of for profit and not-for-profit
- **Diversified activities beyond patient care**

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- **Common medical record**
 - **Electronic record, radiology, lab etc.**
- **Integrated with business systems, i.e. general ledger, payroll, a/p, billing and reporting**
 - **No easy feat!**
 - **Lots of interfaces and handoffs**

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- **CEO is always a physician**
 - **With administrative partner as CAO**
- **Committee run; consensus driven**
- **Allows physicians to practice medicine with administrative support to handle business details**

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- **Matrix reporting relationships**
- **Willingness to offer a variety of experiences**
- **Lots of bright people with lots of great ideas about how to improve patient care**
- **Fine tuning the balance between autonomous operations and common governance**

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- **Expanding on already existing shared services in admin areas**
 - **Efficiencies and savings**
- **Same approach in clinical, research and education areas**
 - **One Mayo Clinic with same look and feel regardless of location**

Mayo Clinic

- **Finance challenges in reacting to the quickly changing environment internally and externally**
 - **Unchartered territory**
 - **Big, complex systems with lots of downstream implications**
 - **New models of support**

Mayo Clinic Health Policy Center

- **Mayo sponsored series of events with a broad spectrum of stakeholders**
- **Principles**
 - **Create value**
 - **Coordinate care**
 - **Payment reform**
 - **Health insurance for all**

Mayo Clinic Health Policy Center

- **Established a web page, blog, newsletter**
 - **Lays out our position on the four principles**
 - **Discusses news, perspectives and viewpoint on health care reform**
 - **Links to current news stories and external articles**
- **<http://www.mayoclinic.org/healthpolicycenter/>**

Are these the Accountants of the Future?



Questions?