



**ATRIUS HEALTH  
A LEADER IN HEALTH CARE INNOVATION**

Formed in 2004, Atrius Health, a not-for-profit, 501(c)(3) tax-exempt organization, is the largest independent alliance of community-based physician groups (Dedham Medical Associates, Granite Medical, Harvard Vanguard Medical Associates, South Shore Medical Center, and Southboro Medical Group) in Massachusetts. Atrius Health provides comprehensive primary and specialty care from 30 locations across the state. Building on each medical group’s long history of providing high quality ambulatory and preventive care, Atrius Health was created to bring a broader range of patient-centered, integrated services to our communities while collaborating on new and better health care delivery models. Each year, Atrius Health’s 840 physicians and their medical teams coordinate patient care for more than 715,000 patients during 2.4 million office visits. Together, the Atrius Health medical groups are working to shape the future of healthcare by innovating new ways to care for our patients, promoting research, and educating the next generation of clinicians.

**Key Organization Statistics**

Number of Employees (excluding physicians): 4753  
 Number of Physicians: 844  
 Number of Patients Served: 717,863  
 Number of Visits Annually: 2,467,183  
 Number of Practice Locations: 30

	<u>Total Patients</u>	<u>Total 2009 Patient Visits</u>	<u>Physicians</u>	<u>Other Providers</u>
Dedham Medical Associates	67,137	210,606	86	114
Granite Medical	30,000	75,007	23	28
Harvard Vanguard Medical Associates	480,194	1,775,404	629	1,010
South Shore Medical Center	63,913	182,337	46	77
Southboro Medical Group	76,619	223,829	60	74
<b>Total Atrius Health</b>	<b>717,863</b>	<b>2,467,183</b>	<b>844</b>	<b>1,303</b>

## **Specialties Offered**

- Allergy & Immunology
- Audiology
- Bariatric Surgery
- Behavioral Health
- Cardiology
- Complex Chronic Care
- Dental Services
- Dermatology
- Ear, Nose and Throat
- Endocrinology
- Family Medicine
- Fertility & Reproductive Health
- Gastroenterology
- Genetics
- Geriatrics
- Hand Surgery
- Hand Therapy
- Hematology/Oncology
- HIV Resource Team
- Infectious Disease
- Internal Medicine
- Maternal Fetal Medicine
- Menopause Consultation Services
- Nephrology
- Neurology
- Nurse Midwifery
- Obstetrics/Gynecology
- Ophthalmology
- Optometry
- Oral & Maxillofacial
- Surgery
- Orthopedics/Sports Medicine
- Palliative Care
- Pediatrics
- Physical Therapy
- Podiatry
- Pulmonology
- Radiation Oncology
- Rheumatology
- Speech Pathology
- Surgery
- Urogynecology
- Urology
- Vulvovaginal Services

## **Locations**

The medical groups of Atrius Health have more than 30 office locations across eastern Massachusetts in the following communities:

- Braintree
- Burlington
- Cambridge
- Chelmsford
- Copley (Boston)
- Concord
- Dedham
- Framingham
- Harvard
- Jamaica Plain (Faulkner Hospital)
- Kenmore (Boston)
- Kingston
- Medford
- Milford
- Natick
- Norwood
- Norwell
- Peabody
- Post Office Square (Boston)
- Quincy
- Somerville
- Southboro
- Sudbury
- Watertown
- Wellesley
- West Roxbury
- Weymouth

## **Major Hospital Affiliations**

- Beth Israel Deaconess Medical Center
- Beverly Hospital
- Boston Medical Center
- Brigham and Women's Hospital
- Children's Hospital Boston
- Dana Farber Cancer Institute
- Emerson Hospital
- Faulkner Hospital
- Lahey Clinic
- Lowell General Hospital
- Marlboro Hospital
- Mass Eye & Ear Infirmary
- MetroWest Medical Center
- Mount Auburn Hospital
- Newton-Wellesley Hospital
- Quincy Medical Center
- Salem Hospital
- South Shore Hospital
- Winchester Hospital

## **Leadership Team**

Chairman of the Board	Edward Nalband, MD
President and Chief Executive Officer	Gene Lindsey, MD
Chief Physician Executive	Richard Lopez, MD
Chief Financial Officer	Tom Congoran
Chief Information Officer	Dan Moriarty
Chief External Affairs Officer	Marci Sindell
Chief of Clinical Effectiveness & Innovation	Zeev Neuwirth, MD
Vice President and Executive Director	Kathy Gardner

## **LEADING THE WAY: IMPROVING QUALITY AND REDUCING COST**

Atrius Health has a history of leadership in many of the concepts that are now gaining traction in statewide and national efforts to improve health care quality and decrease cost:

### **Pay for Performance**

Atrius Health has years of experience successfully managing cost and quality under a global budget or similar payment structure and favors the expansion of this payment model for providers. In recent years, Atrius Health has actively worked with local health plan payers on incentives linked to accepted measures of quality and demonstrated success in improving performance on screening, vaccination, and outcomes.

### **Health Information Technology/Comparative Effectiveness**

Atrius Health's 840 physicians and their support teams utilize an electronic medical record to integrate and coordinate care electronically across specialists and different healthcare sites. Atrius Health medical teams utilize an online patient portal which allows patients to access portions of their medical record online, receive lab test results electronically, and communicate over a secure connection with their doctor's office. Over the past five years, Atrius Health has built a sophisticated data warehouse that combines the electronic medical records, claims data, and pharmacy data for hundreds of thousands of patients. This data warehouse has become a tremendous data source for both leading edge research about comparative effectiveness and for practice improvement.

### **Advanced Medical Home**

Atrius Health's focus on care coordination, advanced use of health information technology, and years of experience with population management positions us well on the path to the Advanced Medical Home. Many features of this model are already in place at Harvard Vanguard Medical Associates and a formal pilot is being launched to include all of the factors typically considered to be part of an advanced medical home.

### **Shared Medical Appointments**

With plans to offer more than 50 group appointments by the end of the year, Atrius Health leads the nation in the use of shared medical appointments as an option for routine medical care. Shared medical appointments allow physicians and patients to interact during a 90-minute visit in the company of other patients (private exam time is available). Patients have more time with their physician (90 minutes), improved access to their doctor and a multidisciplinary care team, greater patient education, and closer follow-up care.

### **Leadership Academy**

The board and management of Atrius Health believes that the task of addressing difficult national healthcare issues must be led by physicians who have the clinical knowledge and relationship with the patients. With this foundation in mind, Atrius Health's Leadership Academy for Chiefs and Clinical Leaders was designed to advance the leadership and management skills of our current clinical leaders. This 10-month program, now being taught to a third group of chiefs and clinical leaders, was designed in collaboration with our specialty directors and chiefs to strengthen skills in four areas: Leadership, Management, Financial Stewardship and Clinical Operations. Already, 100 physician leaders have enrolled in the academy.

### **Experts and Topic Areas**

The following are just some of the experts available to speak on a variety of topics in health care or to offer testimony:

Dr. Gene Lindsey, President and CEO – Quality, Payment Reform, Primary Care, Shared Medical Appointments, Leadership Academy, Healthcare Reform

Dr. Richard Lopez, Chief Physician Executive – Pay for Performance, Medical Management, Primary Care, Payment Reform, Quality

Dr. Les Schwab, Chief Medical Officer, Harvard Vanguard – Advanced Medical Home, Pay for Performance, Chronic Disease Management, Primary Care, Payment Reform, Quality

Dr. Zeev Neuwirth, Chief of Clinical Effectiveness & Innovation – Shared Medical Appointments, Primary Care, Leadership Academy, Payment Reform, "LEAN" in Healthcare, Physician-Patient Communications