

# 2025 Medicine, Podiatric & Economics Annual Conference, Part 2

## The Future of Healthcare Delivery & The Benefits of Independent Practice Associations (IPA's)

# US Healthcare and its Changes Affecting Healthcare Providers

- Emerging technology and medical know how is the key driver of potential change in the healthcare system
- New and advanced EMR Systems
- New technologies, such as laser therapy and 3D printing, are making it possible for podiatrists to treat foot and ankle conditions more effectively and efficiently. These advancements are also leading to the development of new podiatric procedures and treatments
- Stem- cell research
- Robotics
- 3D Printing .
  - This technology has been used to more readily comprehend foot designs and functions and has emerged as an innovative technique in influencing podiatric management and of common diseases and orders

# US Healthcare and its Changes Affecting Healthcare Providers

- Creating a Healthier Population
  - Lifestyle change approach
  - Population health focus
  - Quadruple Aim
    - Improve patient experience
    - Improve the health of populations
    - Reduce the per capita costs of healthcare
    - Lower costs



# US Healthcare and its Changes Affecting the Healthcare Providers

- An Aging Population
  - 10% of our population was over 65 in 1970
  - By 2030, more than 20% will be over 65
  - Aging can affect the feet
    - Neuropathy – can reduce feeling in the feet and can hide many life-threatening medical conditions.
    - Reduced flexibility – prevents the ability of proper toenail trimming, and foot cleaning. If left untreated, it may lead to further medical issues.
    - Foot sores – amongst the older population can be serious before they are discovered. Some of the problematic conditions they may face are:
      - Gouging toenails affecting nearby toe
      - Shoes that don't fit properly
      - Pressure sores
      - Loss of circulation in legs & feet
      - Edema & swelling of feet and ankles
      - Incidence of Diabetes

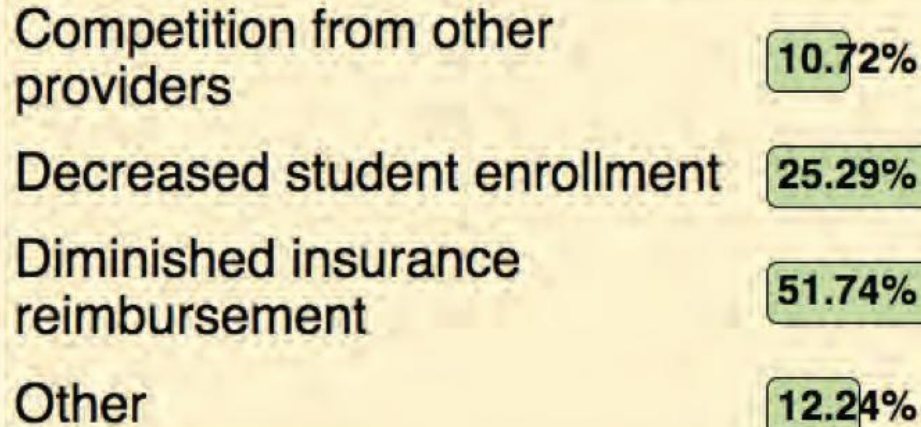
# Key Challenges

- - Use electronic health records to drive quality.
  - Use big data to develop more evidence-based approaches to delivering care and managing the delivery of care.
  - Providers too often see insurers as their customers, rather than patients.
  - Demands for more patient-centered care will increase.

# Potential Threats to Podiatry

**What is the biggest existential threat to podiatry?**

**[There are 1119 responses]**



# Options for Solo Podiatry Practices

- Do nothing
- Be acquired by a healthcare system or hospital
- Join an Independent Physician Association/Independent Practice Association (IPA)

# What is an IPA?

- An IPA is a network of independent healthcare practitioners who come together as a business/legal entity, to share resources, negotiate payer contracts, coordinate patient care, discuss best practices, and reduce expenses while hopefully maximizing revenue. All while maintaining the independence of the provider.

# Key Components of an IPA

- Maintain Independence: Practitioners in an IPA maintain independence and ownership of their practice.
- Resource Sharing: Patient Care best practices, concerns, administrative support, etc..
- Contract Negotiations: IPA is negotiating contracts with a critical mass of Practitioners.
- Collaborative Care: Lead to better patient outcomes.

# Structure of an IPA

- Typically, IPA's are governed by a board of providers.
- Key components include membership, governance, operations.

# Potential Benefits of IPA's for Podiatrists

- Greater bargaining power: Negotiating collective contracts with health plans, hospitals, contract Labs on behalf of the Podiatrist members, with the intent of securing higher reimbursement rates than solo practices can achieve.
- Reduced Administrative Burden: The IPA can provide shared administrative tasks like coding, patient billing, compliance issues, EHR support, to allow Podiatrists to focus on direct patient care.
- Shared Resources: Members can benefit from shared resources to provide enhanced access to technologies, group purchasing, billing changes, allowing for more efficient office management.

# Potential Benefits of IPA's for Podiatrists

(continued)

- Enhanced Patient Referrals: Creation of referral networks. Potential for increased patient volume through referrals from other providers.
- Improve Care Coordination: Facilitating collaboration among providers to assist with standardizing protocols, establishing coordinated care models, providing performance metrics, leading to higher quality care and enhanced patient outcomes.
- Professional Development: IPA's can provide a forum for continuous learning opportunities.

# Potential Benefits of IPA's for Podiatrists

(continued)

- Value Based Care Models: IPA's can assist Podiatrists with participation in value-based care models that reward physicians for outcomes as opposed to volume. Can include possible risk sharing contracts with payers.
- AUTONOMY: The podiatrist retains their independence and control over treatment and practice management.

# Potential Benefits of IPA's for Patients

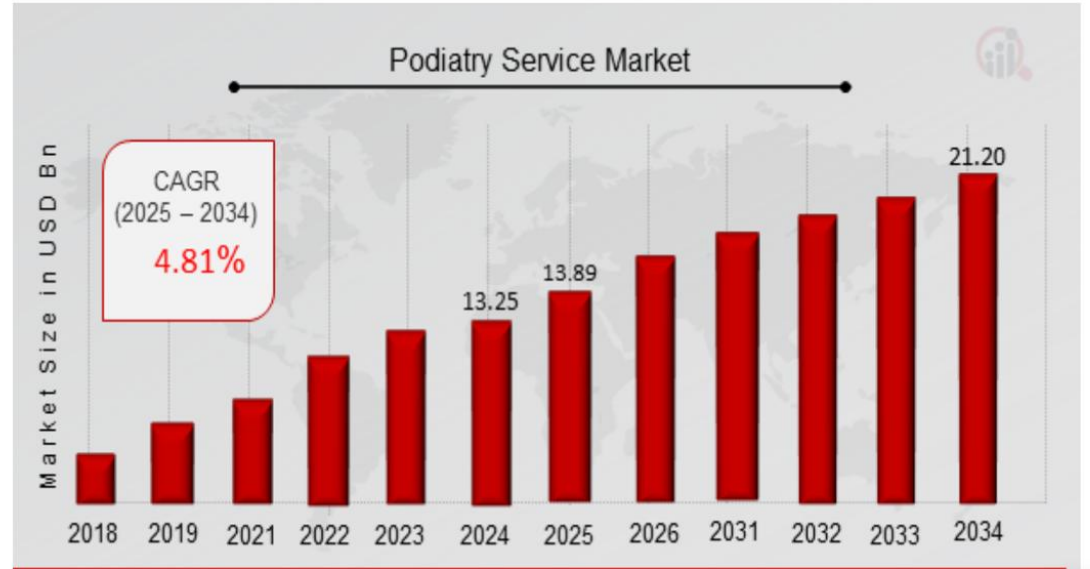
- Enhanced Quality: Standardized metrics and protocols can lead to higher quality patient care and better outcomes.
- Lower Healthcare Costs: Efficient and effective care delivery and proactive measures help reduce overall healthcare expenses for patients.
- Improved Patient Satisfaction: Coordination among IPA members provides patients with consistent treatment and best practices.

# IPA Challenges

- Regulation and Compliance Issues
- Effective Coordination
- Technology Integration
- Resistance to Change

# Future Prospects for Podiatry

- Rising prevalence of foot and ankle conditions
- Growing awareness of foot health
- Technological advancements in podiatry
- Proactive/ Population Health



<https://www.marketresearchfuture.com/reports/podiatry-service-market-29489>

CAGR= Compound Annual Growth Rate

# Future Prospects for Podiatry (cont.)

- Rising prevalence of foot and ankle conditions
  - The increasing incidence of foot and ankle problems, such as plantar fasciitis, heel spurs, bunions, and hammertoes, is a major driver of the Podiatry Service Market Industry.
- Growing awareness of foot health
  - This is due in part to the increasing availability of information about foot care and the benefits of podiatric treatment. As people become more aware of the importance of taking care of their feet, they are more likely to seek out podiatric services
- Technological advancements in podiatry
  - New technologies, such as laser therapy and 3D printing, are making it possible for podiatrists to treat foot and ankle conditions more effectively and efficiently. These advancements are also leading to the development of new podiatric procedures and treatments. Screenings at a free or lower cost.
- Proactive/ Population Health
  - Screenings at a free or lower cost.
  - Partnering with primary care, orthopedic, rehab, etc.

# IS AN IPA RIGHT FOR MY PRACTICE ?

- Joining an IPA can have significant upsides for solo Podiatrists who want to maintain independence while benefitting from a critical mass of providers who can gain benefits from administrative support and improved financial stability. The leveraging of shared resources can assist Podiatrists with navigating the continuous evolution of the healthcare environment.