

Managing for the Future in Academic Medicine | Benjamin Sachs MBBS DPH



Academic Medical Centers (AMCs) have three missions: to lead biomedical and clinical research, to educate the next generation of health professionals, and to offer comprehensive and cutting-edge patient care. Unfortunately, today's model is expensive and inefficient.

In addition, the need to close the federal budget gap assures that physician and hospital reimbursement will be continual targets for deficit reduction. As a result, AMCs are under profound financial threat, despite the growing need for well-trained physicians.

The team at Strategy Implemented led by Dr. Ben Sachs provides a range of supportive programs to AMCs, community hospitals, health science campuses, medical schools as well as local, state and federal governments to improve the quality and efficiency of health programs while accommodating the challenges of the current environment.

Implementing Innovative and Cost Effective Medical Education

- Graduating physicians as lifelong learners, educators and team players, committed to achieving the best patient outcomes – until they retire!
- Making the best use of MOOCs, (“flipping” the classroom), and “Just in time” learning

- Reducing the costs of medical facilities and personnel
- Reforming and implementing a bold new curriculum
- Preparing innovative new programs for LCME accreditation

Building Performance-Based Graduate Medical Education (GME) Using Competencies and Outcomes

- Accreditation: ACGME & RRC's
- Strategies to expand the number of funded GME slots

Designing Research Strategy to Manage Cost and the Impact of Reduced Federal Support

For every \$1 of a research grant, an AMC must spend \$1.25 - \$1.40 to support that research. Given declining clinical revenue and a flat NIH budget, new models for research programs need to be found.

- Using crowd/ cloud-sourced options to enhance efficiency and cost-effectiveness of clinical trial enrollment
- Re-prioritizing research to optimize synergies, focus and direction
- Engaging faculty support and involvement in developing and implementing new models for research

Optimizing Clinical Care Strategy to Operate Within Budget Constraints

- Re-structuring faculty practice plans (FPP)
- Moving from fee for service to participation in bundled payments and/or ACO's
- Providing high-quality cost-effective care under the Affordable Care Act
- Role of Federally Qualified Health Centers – expansion of Medicaid

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- Independent Practice Association (IPA) - Incorporation of community (part time) physicians into FPP
- Using telemedicine to extend care throughout the community network
- Making network development cost-effective

Organizing the Business of Healthcare

- Optimizing back office functions
 - billing / revenue cycle
- Managing departmental cross subsidies
- Effective third-party payer party payer contracting
- Tools for minimizing overhead

Ensuring Regulatory Compliance

- Clinical & fiscal compliance
- Governance
- Risk management
- Investigations and audits
- LCME and ACGME Compliance

Managing The Academic Enterprise

- Implementing healthcare quality / patient safety & culture change
- Optimizing funds flow: teaching hospital, medical school and faculty practice
- Aligning incentives between practice plans and healthcare facilities

Leading and Balancing the Needs of Medicine and the Health Sciences Faculty

- Maintaining the balance between research, teaching and clinical care in the era of the "Affordable Care Act"
- Recruiting, managing and mentoring department chairs
- Building effective clinical and basic science incentive plans
- Managing tenure and tenure-track issues

- Keeping UGME education innovative
- Standardizing the GME experience between clinical sites
- Facilitating interdisciplinary and collaborative research program

Recovering from Disaster:

- Rebuilding a medical school and health system after a natural or man-made disaster

About Dr. Benjamin Sachs



Dr. Sachs is an internationally renowned academic physician and executive leader with extensive experience in senior management positions. Most recently he was the Senior Vice President and Dean of the School of Medicine

at Tulane University where he led the school's comeback from the devastation of Hurricane Katrina and helped build a new, city-wide, primary care network serving 200,000 people and oversaw multibillion dollar hospital replacement construction projects. Prior to this at Harvard Medical School and Beth Israel Deaconess Medical Center Dr. Sachs chaired the department of Ob/Gyn, helped build and led a 1500 member Harvard-affiliated physician organization (IPA) and led a major, award-winning patient safety and quality care initiative with the Department of Defense, that revolutionized the way medical errors could be prevented – "Teamtraining". He also engaged in NIH funded, ground breaking research and led international development projects in the Philippines, Ukraine and in Armenia. He serves on the governing board of the AAMC.