



# *Don't be Deceived*

May 2010  
UOP, LLC  
UOP Board

Dear Colleague:

The UOP Board would like to clarify a letter you received from Brian Connolly inviting you to transfer your UOP managed care health plan contracts to Oakwood, and participate in the “new” Oakwood Healthcare Hospital-Physician Organization which they are describing as an Accountable Care Organization (ACO).

Before you sign anything, or consider transferring your UOP managed care contracts to Oakwood you should review the facts so you can retain your *own independence*.

1. UOP is a physician organization comprised and governed by private physicians. Brian Connolly failed to disclose that all employed and medical education physicians have been moved to the Oakwood contracts—to you this should be positive, we no longer have to subsidize employed Oakwood Physicians.
2. Oakwood is scrambling and reacting to the new healthcare reform by forming a pHO/ACO as a means to control admissions, ancillary services and payment and bonus distributions to providers. By joining Oakwood you give up your right and give Oakwood this power by appointing Senior Vice President, William Isenstein to be your “agent” with the health plans?
3. By continuing to contract through UOP, you have access to some of the best fee schedules in the market and you can admit your patients to any hospital contracted with the health plans, including Oakwood. This will give you more options as the market changes due to new healthcare reforms that demand quality and cost savings, especially for those patients that might prefer to use another hospital system. Be assured that continuing your UOP contracts with HAP, BCN, Priority, Total, Molina, etc...will not preclude you from seeing OHSCare patients.
4. You don't need to join Oakwood's pHO/ACO because you are already part of UOP which has been operating consistent with the guiding principals of an ACO for many years. At present, UOP is working with ABS (TPA) seeking designation for physicians to participate in a Medicare ACO demonstration project.
5. On February 18, 2010, UOP offered Oakwood an equal partnership in a private physician ACO but Oakwood declined because they want to control, not partner with private physicians.
6. Physician based ACO's are more effective in controlling cost and quality because they can contract with multiple hospital systems to meet market demands providing cost savings. In a physician based ACO, **PHYSICIANS, NOT HOSPITALS**, determine the distribution of provider payments and financial bonuses. Most of physician bonuses come from reduced utilization of hospital services.
7. UOP has been the collective voice for private physicians and has a proven record of fighting for your interests. An example is how UOP lead the effort to prevent Oakwood/Wayne State Physicians from taking your business. Recently it was determined that a 44% increase in the cost per admission at Oakwood Healthcare System Hospitals was the most significant factor causing a \$3,748,481 deficit in the 2009 BCN Settlement which caused your 2009 BCN withhold to be forfeited. UOP told the hospital that they need to reduce costs or risk the loss of the inpatient business to another system (Last year Oakwood made millions of dollars from your referrals).



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As you know, Oakwood's effort to employ private physicians (the W-2 model) has been less than successful; over the last year their actions have significantly contributed to the loss of your withholds in HAP and BCN, and now Oakwood wants to take control of your business by urging you to transfer your contracts to Oakwood. In addition, they want you to think that shifting the management of OHSCare from UOP to Oakwood Administrators will be to your benefit by giving you a 10% fee increase for OHSCare E&M codes, but Oakwood fails to mention that UOP's Contracts Committee led by Dr. Vinay Duggal has been attempting to have the fee schedule raised for many years. Don't let Oakwood weaken your collective voice as private physicians! Don't give up the progress you've made! Don't give up your ability to conduct a private practice! And most of all - **Don't be misled!**

Sincerely,

**UOP Board of Managers:    Approved May 26, 2010**

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