

Guest Speaker: Nancy Cibotti, MD
Chief Innovation Officer at BILH Primary Care

June 15, 2023 @ 7:00 a.m. Via Zoom

AGENDA

- ✓ Welcome – Dr. Pierre Ezzi
- ✓ Primary and Specialty Care AI, Market Trends, Digital Solutions and the Future of Innovations at BILH - Nancy Cibotti, MD, Chief Innovation Officer BILH Primary Care
- ✓ NECoMG Board of Directors Election and Proposed By-law Amendment Results – Dr. Pierre Ezzi

Click the link below to Join Zoom Meeting:

<https://zoom.us/j/91739636949?pwd=cGdJc0VudHBFQUNxVEhYaVc3RkhOZz09>

Meeting ID: 917 3963 6949

Passcode: 131376

Or Join by phone:

1 (312) 626-6799

Meeting ID: 917 3963 6949

Passcode: 131376

Nancy Cibotti, MD is a primary care physician and the Chief Innovation Officer at BILH Primary Care.

Nancy is a graduate of Harvard College and Brown School of Medicine. She completed her residency training in primary care at New York Hospital. From there, she returned to Boston and joined the Bulfinch Medical Group at Massachusetts General Hospital. Over the next 19 years, she built a primary care practice, served on several boards and taught medical students and residents as an Assistant Professor of Medicine at HMS.

In 2014, Nancy joined Iora Primary Care as the Boston Market Medical Director. During her time with Iora, she helped open two practices designed to serve vulnerable seniors. She also developed multiple programs including a clinician peer coaching program, a resident and medical student elective rotation, and monthly clinical education conferences.

During her tenure at BILH, Nancy has led multiple initiatives in Innovation including the B.I.G. Project, the Virtualist Program, AI scribes, POC retinopathy screening, Joslin e-consults, Borrow-a-cuff and others. She has a keen interest in how primary care redesign and technology can help improve the health of our patients and the experience of our care teams.



I have been in private practice working for Beverly Anesthesia Associates since 1995 when I came to Beverly Hospital. Our group has been the sole anesthesia provider to the hospital for over 45 years. I served as Chief of the Department from 2008 to 2014. I have served as a board member on the NECoMG board for the past 9 years. I have served on the Medical Executive Committee for four years as an At-Large representative and served as the Medical Staff Vice President for two terms. I have lived in Beverly the past 27 years. My family and I receive our healthcare from Beverly Hospital providers. I have found that being a provider and a recipient of care here in our system gives me valuable insight into issues that our patients, community and providers face daily.

I have had many positive and some negative experiences within our system over the years. I have also seen many changes and consolidation in healthcare both locally and nationally. I am concerned that many of the positive aspects of care in our system are at risk of changing and some of the negative aspects are growing both for providers and patients.

I am also concerned about how the changing models of reimbursement are making it more difficult for providers to focus on providing high quality care because they are too busy trying to keep their practices afloat. I believe as specialist physicians particularly, we face additional challenges when it comes to reimbursement, patient access to our services and competition from within and outside of the system.

It is these concerns that have motivated me to continue my involvement in the processes that define the way in which physicians will practice. The potentially burdensome, expensive regulations and guidelines insurers and government require us to comply with to provide high quality care at a lower cost are also of great concern. I feel we need a strong and unified voice at the level of our contracting organization to help us maintain the quality providers we have and attract more of the needed specialists to our system.



Northeast

Physician Hospital Organization

2023 NECoMG Board Election – Candidate Bio Pierre A. Ezzi, MD - Class P (Incumbent) Candidate

I am an Internist and have been practicing on the North Shore for the for the past 28 years. I was a partner at the Medical Group (currently Harvard Vanguard -Beverly from the year 2000 until 2013. I moved to the Cummings Center in April of 2013 where I continue to practice full-time Internal Medicine. I have served on both NECoMG and NEPHO Board of Directors for the past 17 years and have been the President of both organizations for nearly the past 10+ years. I also am the President of both LCPN (Lahey Clinical Performance Network, the parent organization of Lahey Health risk units and its ACO) and LCP-ACO. Also, I am a voting member of the BILHPN finance and contracting committee (negotiating risk contracts for BILH and its 10 risk units), and a voting member of MMPC (Medical Management and Policy Committee). I am running for re-election for the NECoMG Class P Board of Directors seat and asking for your support.

Change and uncertainty continue to dominate the healthcare industry. The most recent challenge is the COVID-19 pandemic. Our way of practice has changed forever. The financial impact of this pandemic on our practices has been enormous, not to mention the constant fear and anxiety created among our staff and providers.

Shifting reimbursement models and the way physicians are reimbursed have never been more complex. The pressure to provide high quality care at a lower cost has led government, state and commercial payers to create new models of payments (e.g., BCBS AQC, Tufts and HPHC risk contracts, MACRA, Medicare ACO and MassHealth ACO). As you know, NEPHO has historically performed extremely well with its risk contracts and has never been in a deficit since it was created. However, these contracts have become increasingly challenging, and their quality measures became harder to achieve.

Furthermore, in light of the merger and the creation of BILH, most physicians have viewed the merger as a positive move simply for being part of a larger system, but some have felt a legitimate sense of uncertainty for not knowing how the new system will shape up and affect their practices. So going forward, and as an independent Physician Organization, we will be facing many challenges and changes. Whether it is the aggressive payment reform, taking part of a newly larger integrated system or dealing with staff shortage, the course ahead of us is quite challenging.

However, with the right leadership in place, I am quite confident that NECoMG is extremely well positioned to conquer and overcome any future challenges, it certainly showed that it can function well within a larger system while maintaining its culture, its independence and its own identity. Since the merger took place NECoMG has showed a stellar and superior performance as compared to other physician organizations in the network, this resulted in a larger portion of the surplus and quality funds as compared to other organizations. Furthermore, our latest 2021 fund distribution favored the physicians more than the hospitals, with our PCPs receiving the largest share. Let us continue the fight for our values, our culture and for the principles we believe in. Your help is greatly appreciated.

Financial Disclosure: I am employed by Beth Israel Lahey Health Primary Care.



I am an internist at Cape Ann Medical in Gloucester. I have been practicing there for my entire 20-year career.

I moved to the area upon completing my training at St. Elizabeth's Medical Center in Boston. Originally from St. Louis, MO, I completed an undergraduate education at Marquette University and a Doctor of Medicine Degree at St. Louis University School of Medicine.

Currently, I live in Hamilton with my wife and three children.

I am Board Certified in Internal Medicine. In addition to my private practice, I am also Medical Director of Seacoast and Ledgewood Rehabilitation and Skilled Nursing Centers.

I am a current member of the NECoMG board of directors. I am also a current member of the PHO Risk Sharing Committee. I hope to be able to continue to serve on the board so I may provide insight from a private practice point of view into the risk contracts, ever-changing quality measures, and general health care delivery in our current environment.

The healthcare industry and our new BILH system is becoming more and more complex all the time. I believe keeping the interest of all our local primary care providers and specialists care providers is of utmost importance as we make decisions going forward.

I am running for re-election to the NECoMG board of directors and would appreciate your support.

