2018–2019
Cardiovascular Roundtable
National Meeting Series
Delivering Innovative CV Care in a Cost-Conscious World

The best practices are the ones that work for you.

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Delivering Innovative CV Care in a Cost-Conscious World

Today’s CV leaders are asked to manage a challenging paradox: provide technically advanced services to acute care patients while aggressively managing less complex patients in the outpatient setting to reduce the cost of care.

These competing demands raise challenging questions of resource allocation, service placement, and care coordination. How can CV programs position themselves to succeed as they confront this dual mandate? This year, the Cardiovascular Roundtable has identified key steps programs can take:

- Position programs for success in heart failure by establishing a sustainable suite of cross-continuum services
- Allocate services across the system to balance both access and cost-efficiency
- Create a fully integrated CV network to improve coordination and eliminate gaps in care

These steps provide a deliberate strategy to meet the demands of the evolving CV population while managing increasing financial pressures. Through effective placement of services across the continuum and cooperation between providers, programs can ensure success in the face of competing demands.
About the Meeting Series

Who Should Attend

We encourage key stakeholders with a vested interest in advancing CV service line strategy and performance to attend. Attendees typically include:

- CV service line administrative and physician leaders
- C-suite executives (CEOs, CNOs, COOs, CFOs, etc.)
- Frontline leaders in administrative and clinical functions
- Industry partners

96% of attendees at the 2017–2018 national meeting strongly agreed/agreed that the meeting “improves the quality of my strategic decisions”

What You’ll Get at This Year’s Series

- Guidance on how to enhance your program strategy to address the competing demands for CV services
- Best practices for addressing your leading priorities paired with implementation support resources
- Access to newly minted benchmarks and data analyses to guide service line strategy
- Dedicated time to network with your peers
- Facilitated discussion alongside best practice case examples
- Access to subject matter experts who led the research and can answer your questions live
DAY 1

Noon Registration and Lunch

12:30 p.m. Cardiovascular Market Update
The health care market continues to evolve rapidly. CV leaders must establish firm service line strategies amid transforming payment models, a growing list of new competitors, and innovations in service and care delivery. This discussion will equip CV leaders with strategic insights on major trends, including:

- Policy, payment, and regulatory changes impacting CV strategy
- Volume and demand trends for CV services
- Innovations in CV treatment and technology

2:00 p.m. Build the Next-Generation Heart Failure Program
Although CV programs have made strides in delivering high-value heart failure services in recent years, many have now reached a performance plateau. Ensuring future success will require programs to deliver seamless cross-continuum care without demanding significant additional resources from the hospital or system. This presentation will provide concrete tactics to:

- Optimize outpatient and ambulatory heart failure services
- Employ effective remote monitoring and virtual care options
- Improve performance in advanced heart failure offerings (e.g., VAD, ECMO, transplant)

4:30 p.m. Member Networking Session (Optional)
Attendees will have the opportunity to connect with fellow CV leaders in a structured format to share best practices in real time and make new contacts. Participants will rotate through hand-selected groups to discuss a selection of timely priorities, paired with discussion questions to facilitate the conversation.

5:30 p.m. Day One Adjournment
DAY 2

7:30 a.m.  Breakfast

8:00 a.m.  Guide for Optimizing CV Service Distribution

For most CV programs, decisions on where to open or place services have been reactive, responding to new technologies, physician demands, or pressure to grow. Yet CV leaders today must contend with conflicting goals of ensuring access, maintaining market share, and reducing costs. To succeed, programs must develop a thoughtful service placement strategy. This presentation will provide a guide to:

• Make principled service allocation decisions for both acute and ambulatory services
• Strategically open, close, or partner on an advanced service offering
• Build a cost-effective, accessible ambulatory footprint to capture upstream services

10:00 a.m.  Creating the Seamless CV Network

As the CV service line extends its reach across acute and ambulatory sites, many programs struggle to connect this increasingly complex network. To maximize the value of the network, coordination must span the entire CV enterprise to fill gaps in care and minimize unwarranted variation. This presentation will provide tactical guidance to:

• Align strategy and care delivery across acute and ambulatory sites
• Standardize clinical protocols across the network
• Streamline operations across care settings

Noon  Meeting Adjournment

Times are approximate.
Please check advisory.com/cr/2018meeting for an updated schedule.
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Continuing Education Credits
We are pleased to offer continuing education credit hours for meeting attendees.

Bring Your Laptop or Tablet to the Meeting
Our national meeting materials are available electronically. Download the presentations to your laptop or tablet so you can follow along and quickly distribute resources to your teams.

For more information, visit: advisory.com/paperless

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Dates and Locations

- OCTOBER 25–26, 2018
  Washington, DC
- DECEMBER 6–7, 2018
  Washington, DC
- JANUARY 7–8, 2019
  Dana Point, CA
- JANUARY 10–11, 2019
  Chicago, IL
- FEBRUARY 21–22, 2019
  Atlanta, GA
- MARCH 18–19, 2019
  Washington, DC
- APRIL 1–2, 2019
  Westchester, NY
- APRIL 25–26, 2019
  Chicago, IL