In 2015, Congress passed the Medicare Access and CHIP Reauthorization Act (MACRA), which transforms the way Medicare pays clinicians by introducing two new payment tracks—the Merit-Based Incentive Payment System (MIPS) and the Advanced Alternative Payment Model (APM) track. MACRA is creating ripple effects across the industry—affecting providers, system administrators, payers, and even you.

While IT solutions firms have the greatest opportunity to differentiate themselves through innovative offerings, medical product companies and service firms also stand to benefit by understanding important MACRA implications for their core clinician customers. Below, we’ve highlighted four strategies clinicians are implementing to succeed under these new payment models.