

**→ ASC JVs**

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**Hospital-Physician Relationships & Accountable Care Organizations**



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**Study: 74% of Hospital Executives Have Cynical View of ACOs**

Written by Molly Gamble | February 24, 2011

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**Tags:** ACOs | healthcare reform | payors | survey

More than 70 percent of hospital executives said they feel healthcare reform will decrease their private payor rates, according to the National Payor Survey of hospital executives.

The survey was implemented by the research firm Fabrizio, McLaughlin & Associates and targeted hospital leaders who negotiate managed care contracts with national health insurance companies, such as CEOs, CFOs and other payor relations executives. Respondents represent 28 percent of hospitals in the U.S.

The following key findings were included in a press release on the study:

- Seventy-nine percent of respondents said the reduction in care for the uninsured will not make up for lower rates;
- 47 percent said they believe healthcare reform legislation will create more negotiating leverage for private payors over the next two to three years;
- 74 percent of hospital executives have a cynical view of the effect medical homes and accountable care organizations will have on their bottom lines;
- of that 74 percent, two-thirds of hospital executives said the new models will cause hospital margins to slide and
- 72 percent said they feel healthcare reform will decrease their private payor rates.

The study was released by Revive, a national public relations firm specializing in crisis communications, mergers and acquisitions, payor contracting disputes and other issues.

[Learn more about Revive.](#)

Read other survey results:

- Survey: Uninformed Patients Slow Hospitals' Progress Toward Meaningful Use
- AMA Survey Reveals Public Perceptions on Who's an MD

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