

How Do Department's Resources Get Renewed Without Undergoing a Chair Change?

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How Do Department's Resources Get Renewed Without Undergoing a Chair Change?

Sometimes they don't ☺



So it Depends ...

- Clinical vs Academic Agreement
- Start with a Service Agreement
- How are Service Agreements Structured
- Review Cycle: Hospital vs Dean
- Usual Issues
- Usual Metrics: SAAA Survey

1. Clinical vs Academic

- | | |
|---------------------|---------------|
| • Clinical/Hospital | Academic/Dean |
| 95% of \$\$\$ | 5% of \$ |



Service Agreement

2. Service Agreement NOT Subsidy!

- Agree on Goal: Safe and Efficient ORs
- Know Your Costs (Faculty)
- Agree Upon Services Requested
- Try to Make the Agreement Metric Driven

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(Secret that they don't tell you: all departments.. Int. Med, Surgery, Neuro Surgery , etc. .. have service agreements)

3. How is a Service Agreement Structured

- Money Making (filled ORs)
- Money losing (Offsites, Nights, etc)
- Required Services by:
JC, RRC, State, Institution

Coverage Hours/Sites Requested

4. Review Cycle: Hospital vs Dean

- Hospital: It Depends on #3
- Dean: “5 year Review”
- You’re in the **RED**

Or something Changes ...
Which is becoming more common

5. Usual Issues/Metrics: SAAA Survey

Metrics Derived From the Yearly
SAAA Faculty and Finances
Survey

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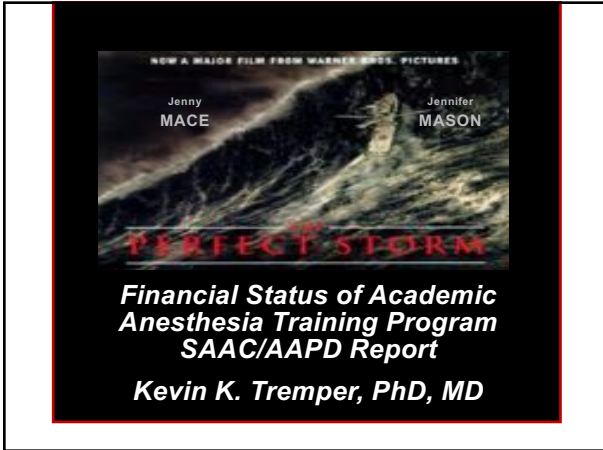
So Fill It Out !

**Match Day
1996**



1999 SAAC/AAPD Council Meeting Simon Gelman, MD “White Paper” on the status of our Training Programs

- Kevin Tremper, Chair
- Steven Barker
- Simon Gelman
- Calvin Johnson
- Joseph Reeves
- Albert Saubermann



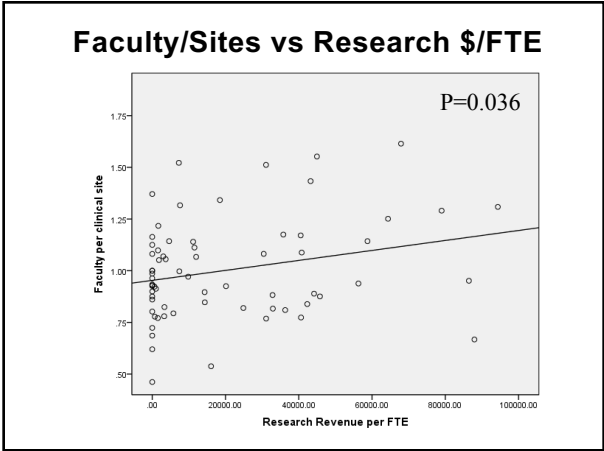
Usual Questions

- Do you have the Right Number of Faculty?
- Are they being Paid too Much?
- Are they Working Hard Enough?
- Too much Academic Time ?
- Are you a bad manager?

“Average” Department Clinical Coverage

- ORs = 41
- Offsites= 11
- OB = 1.3
- ICU = 1.8
- APS = 1.1
- Pain = 2.4
- Preop = $\frac{1.0}{60}$

$$\frac{\text{Faculty}}{\text{Sites}} = \frac{58.8}{60} = 0.98$$

$$\frac{\text{Res/CRNA}}{\text{Sites}} = \frac{90.0}{56.7} = 1.59$$


Are they being Paid too Much ? Faculty Compensation

- SAAA
- MGMA
- AAMC

Covered This Morning

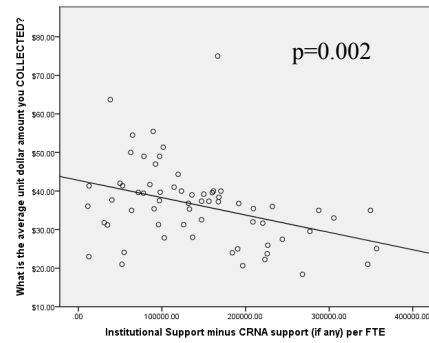
Are They Working Hard Enough? Units Billed per Faculty

2004	2005	2006	2007	2008	2009	2010	2015
11,954	11,320	12,193	12,124	11,179	10,720	11,199	13,996

Unit Value Charge (\$)

2000	2001	2002	2003	2004	2010	2015	2009	2010	2015
62.60	65.90	--	74.48	75.96	99.48	122	.80	99.48	122
Collection \$/unit					35.42	38	.90	35.42	38.00

Support/faculty vs \$/unit



Conclusion

Good Luck !

**When in Doubt Call a
Friend
“Misery Loves Company”**