

Three Environmental Factors Impacting the PPM Industry and Getting Deals Done

Since the consolidation bubble burst in the 1990s, PPMs have gone from practically extinct to a once-again substantial component of the health care delivery system.



Here are three defining aspects of today's complex PPM environment:



Physician satisfaction and expectations are changing

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Millennial doctors are striving for **better work-life balance**, causing them to consider being employees rather than employers. Communicating a PPM's long-term incentives to the new generation of doctors is crucial.



Reimbursement strategies are evolving

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Fee-for-service models continue to move towards value-based options. Different types of PPMs will be impacted by legislative changes to reimbursement frameworks in different ways. **Having a solid reimbursement strategy** can enhance a practice's value.



Legislative and regulatory restrictions may continue to shift

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The Affordable Care Act, as well as access to generic and experimental medication, have been top of mind. Going forward, **will PPMs come under greater regulatory attention?** And will value based care continue to be voluntary? These are things to keep an eye on.



While there are no concrete predictions in this industry (or else we could have safely avoided the pitfalls of the '90s), we expect that these factors will influence future PPMs in some way. **The million dollar question is, just how much?**

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