

Gainsharing Savings from Negotiated Leverage

According to a study by Arizona State University, gainsharing programs tend to generate savings by maximizing the negotiating leverage derived from physician participation.

A review of six gainsharing partnerships that were approved by the HHS's Office of the Inspector General (OIG), found that the agreements prompted physicians to speak and negotiate directly with vendors for lower device costs, but did not cause behavioral changes such as limiting the wastage of disposable products. In order to realize sustainable savings, gainsharing must address behavioral changes in physicians that reduced per-procedure cost.