



Ontario County  
**Medical Society**  
Physicians Working for a Healthier Ontario County  
Organized 1806

November 27, 2007

Dear Members and Friends of the Ontario County Medical Society:

On November 14, 2007, members of the Ontario, Seneca, Wayne and Yates County Medical Societies and other interested physicians met for an unusually spirited meeting at the Belhurst Castle in Geneva, NY. The topic of the evening was the newly implemented rules by Excellus regarding the ordering of certain radiologic tests.

Dr. Martin Lustick, VP at Excellus, presented the issues and rationale for this new program. Excellus believes the utilization of an outside management firm, CareCore (CCN), can achieve a savings of about 15% on complex, high cost radiology procedures. They could then use those saved revenues to help to improve the current low physician reimbursement and possibly lower premiums.

There were no arguments from the audience for the need to keep healthcare affordable and to eliminate waste; however, there were numerous concerns expressed about the new program. These included: increasing physician office overhead expenses, time-consuming paperwork and phone calls, intrusive questioning of a physician's clinical judgement and interference with the physician-patient relationship. The physicians doubted the efficiency claims that were made by Dr. Lustick about CCN. Many physicians present had already experienced delays and other difficulties with the system. There was skepticism that the cost savings would truly be shared with physicians.

All issues were discussed at length. Nancy Adams, Executive Director of the Monroe County Medical Society, presented the concerns of that Society and actions taken to date. She requested that specific cases of patient care being inappropriately denied or delayed to be forwarded to her for submission to the New York State Attorney General. We welcome input by members via letter or e-mail. (See addresses below.)

Our next major topic: the impending medical malpractice crisis in New York State.

Steven Lasser, MD  
President

Mark Ryan, MD  
President-Elect

cc: N. Adams  
M. Lustick, MD