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HealthSpring launches pay-for-performance initiative with Tennessee Oncology docs

Nashville Business Journal - by [Erin Lawley](#) Nashville Business Journal

HealthSpring Inc. is working with a local physician group on a pay-for-performance pilot program targeting cancer care.

In the 12-month program, doctors of **Tennessee Oncology** will follow pre-defined quality metrics when treating patients to improve their quality of life and reduce health care costs for patients, physicians and the health plan.

"Because we have Medicare patients that we intend to keep for maybe 20 years, we can invest now in keeping those patients healthier and down the road that will pay off," says Dr. Bill Anderson, physician director of quality at HealthSpring.

Officials at Tennessee Oncology declined comment. The doctor's group, with more than 40 oncologists and hematologists and 26 clinics, is one of the largest community-based oncology practices in the country.

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