THE SUSTAINABLE PARTNERSHIP

The Path To Authentic Transformation

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AGENDA

- OUR ENVIRONMENT
- THE NEW IMPERATIVES
- REALITY OF PARTNERSHIPS
- ADVICE FROM INDUSTRY LEADERS
OUR ENVIRONMENT
Status Quo
NEXT EXIT
THE RISE OF
PARTNERSHIPS
MANY TYPES OF PARTNERSHIPS

- MERGER OR ACQUISITION
- CLINICALLY INTEGRATED NETWORK
- ACCOUNTABLE CARE ORGANIZATION
- REGIONAL COLLABORATIVE
- CLINICAL AFFILIATION
- JOINT OPERATING AGREEMENT
- JOINT VENTURE
- MANAGEMENT AGREEMENT
- UNCONVENTIONAL PARTNERSHIPS
CHARACTERISTICS OF THE IDEAL PARTNER*

- COMMON PATIENT POPULATION
- COMPLIMENTARY HEALTHCARE ASSETS
- COMPLIMENTARY CASE MIX
- LOW COST STRUCTURE
- CULTURAL SIMILARITY
- ABILITY TO SCALE EXISTING CAPABILITIES
- DESIRE TO PARTNER
- SHARED GOVERNANCE
- ALIGNED VALUES

* SOURCE: THE ADVISORY BOARD, 2014
THE REALITY OF PARTNERSHIPS
ARCHERS AT THE 2008 OLYMPICS HIT THE BULLS EYE LESS THAN 50% OF THE TIME
PARTNERSHIPS GONE AWRY

A FEW EXAMPLES

FOR YOUR ENJOYMENT
THE SUSTAINABLE PARTNERSHIP

ADVICE FROM INDUSTRY LEADERS
OVER COMMUNICATE
TRUST
FIND "FIT"
EMBRACE HARD CONVERSATIONS
COMPROMISE
FIND THE LEADER
BE AUTHENTIC
FINAL THOUGHT:
THE CHOLUTECA BRIDGE
THANK YOU.