

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



SITE NEUTRAL PAYMENTS

EMPLOYED MD'S

**RETAIL
MEDICINE**

ACCOUNTABLE CARE

**MEDICAID
REFORM**

REDUCE COSTS

MACRA

P4P

SHIFTING

**DEMOGRAPHICS
& PAYOR MIX**

POPULATION HEALTH

INTEROPERABILITY

UNCERTAINTY

OUTPATIENT SHIFT

VALUE-BASED CARE

PHARMA EXPENSE

TELEMEDICINE

MERGERS

**PHARMA
COSTS**

**HIGH
DEDUCTIBLES**

**BUNDLED
PAYMENTS**

CLINICAL INTEGRATION

OBAMACARE

NARROW NETWORKS

Status Quo

NEXT EXIT



THE RISE OF PARTNERSHIPS



MANY TYPES OF PARTNERSHIPS

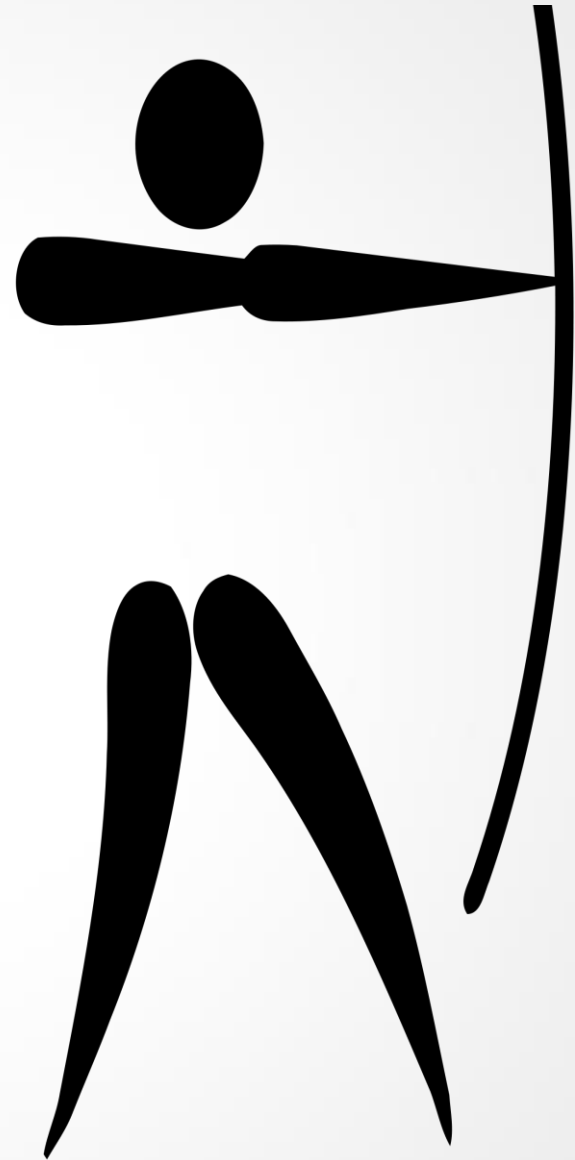
- **MERGER OR ACQUISITION**
 - **CLINICALLY INTEGRATED NETWORK**
 - **ACCOUNTABLE CARE ORGANIZATION**
 - **REGIONAL COLLABORATIVE**
 - **CLINICAL AFFILIATION**
 - **JOINT OPERATING AGREEMENT**
 - **JOINT VENTURE**
 - **MANAGEMENT AGREEMENT**
 - **UNCONVENTIONAL PARTNERSHIPS**
- 

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**

THE REALITY OF PARTNERSHIPS

ARCHERS AT THE 2008 OLYMPICS
HIT THE BULLS EYE
LESS THAN 50% OF THE TIME





80%

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





COMMIT

BE AUTHENTIC



FINAL THOUGHT:
THE CHOLUTECA BRIDGE



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THANK YOU.

