



2020 Healthcare Landscape

Improving the health of our
community through
collaboration, leadership,
and innovation.



Health or Healthcare?

Is it strategic innovation or

Is it tactical innovation

just adding an other layer to the solution vertical

Need to learn the market



Some products were very binary

Highly regulated

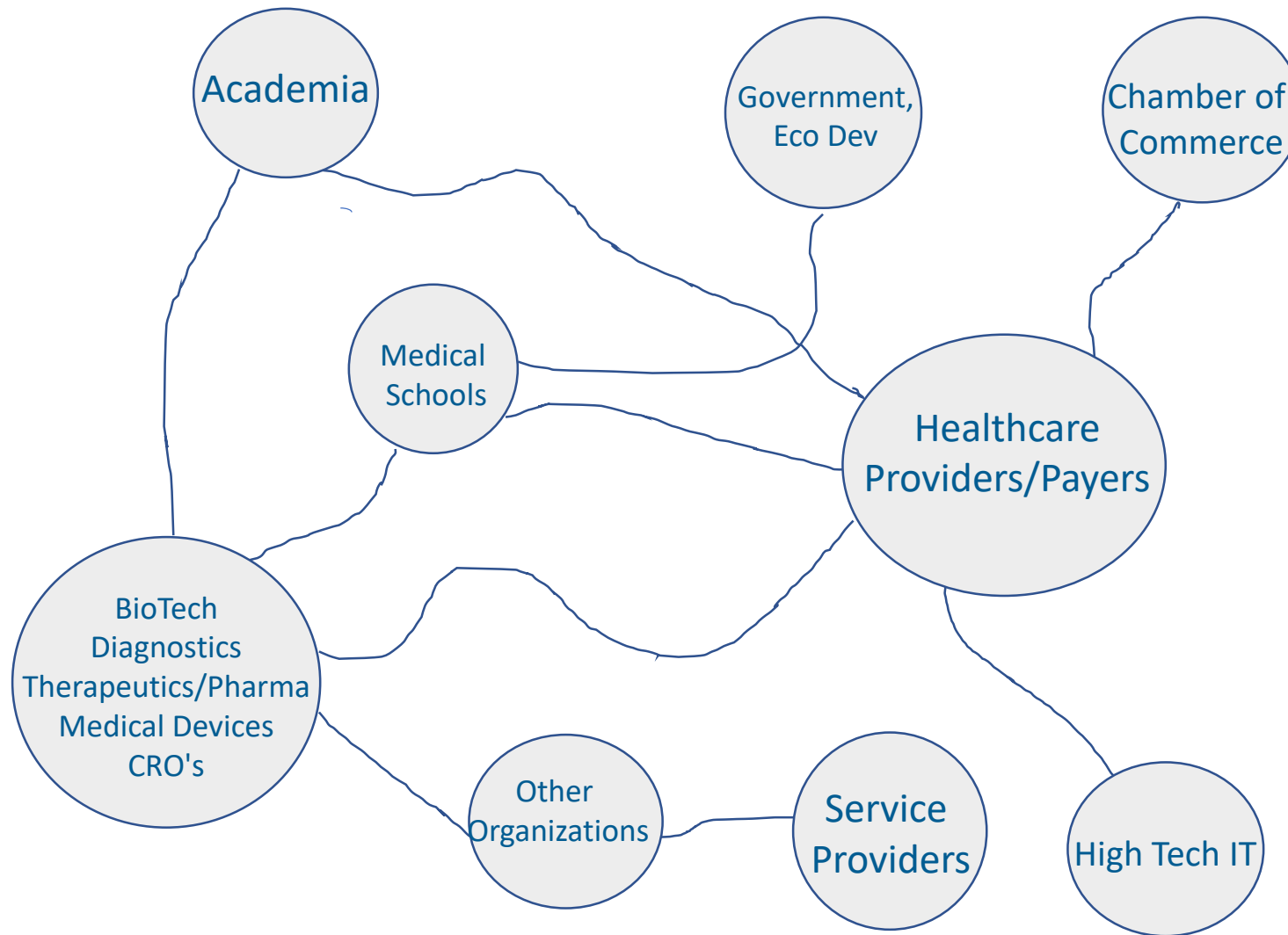
Market was very complicated

Multi-layered

Slow to accept change

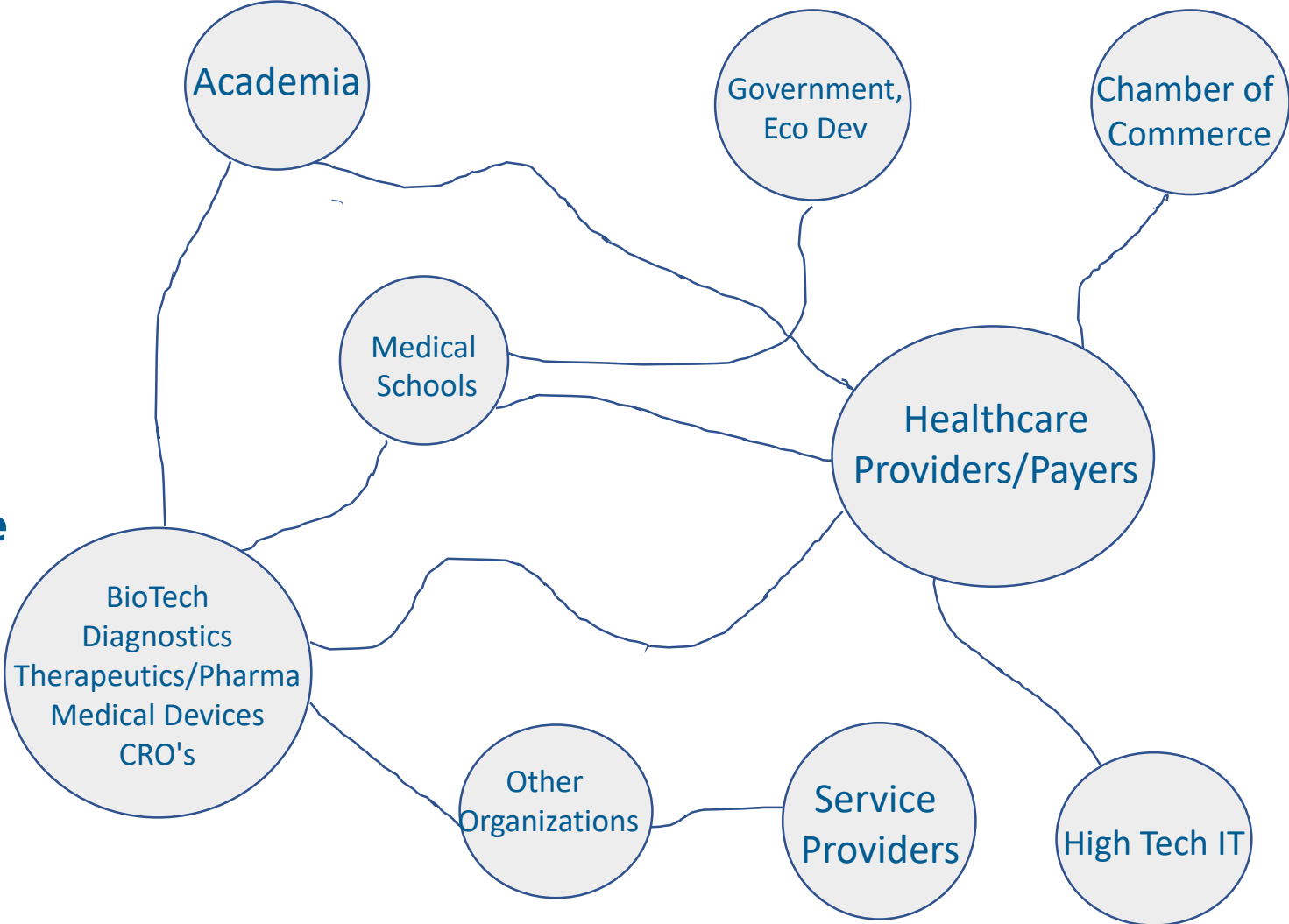
**Market study
2015**

Current Health Ecosystem



Current Health Ecosystem

Inefficient communication leads to inadequate collaboration, which leads to **lost growth opportunities** And ultimately effecting the **delivery of healthcare**





So where do I go from here?

Back to my roots.....



Follow the Money

Look at strategic innovation.



Follow the Money

Payors, CMS



Follow the Money

Payors, CMS





Follow the Money

Payors, CMS

Healthy

Unwell



Follow the Money

Payors, CMS



Healthy

Unwell



Follow the Money

Payors, CMS

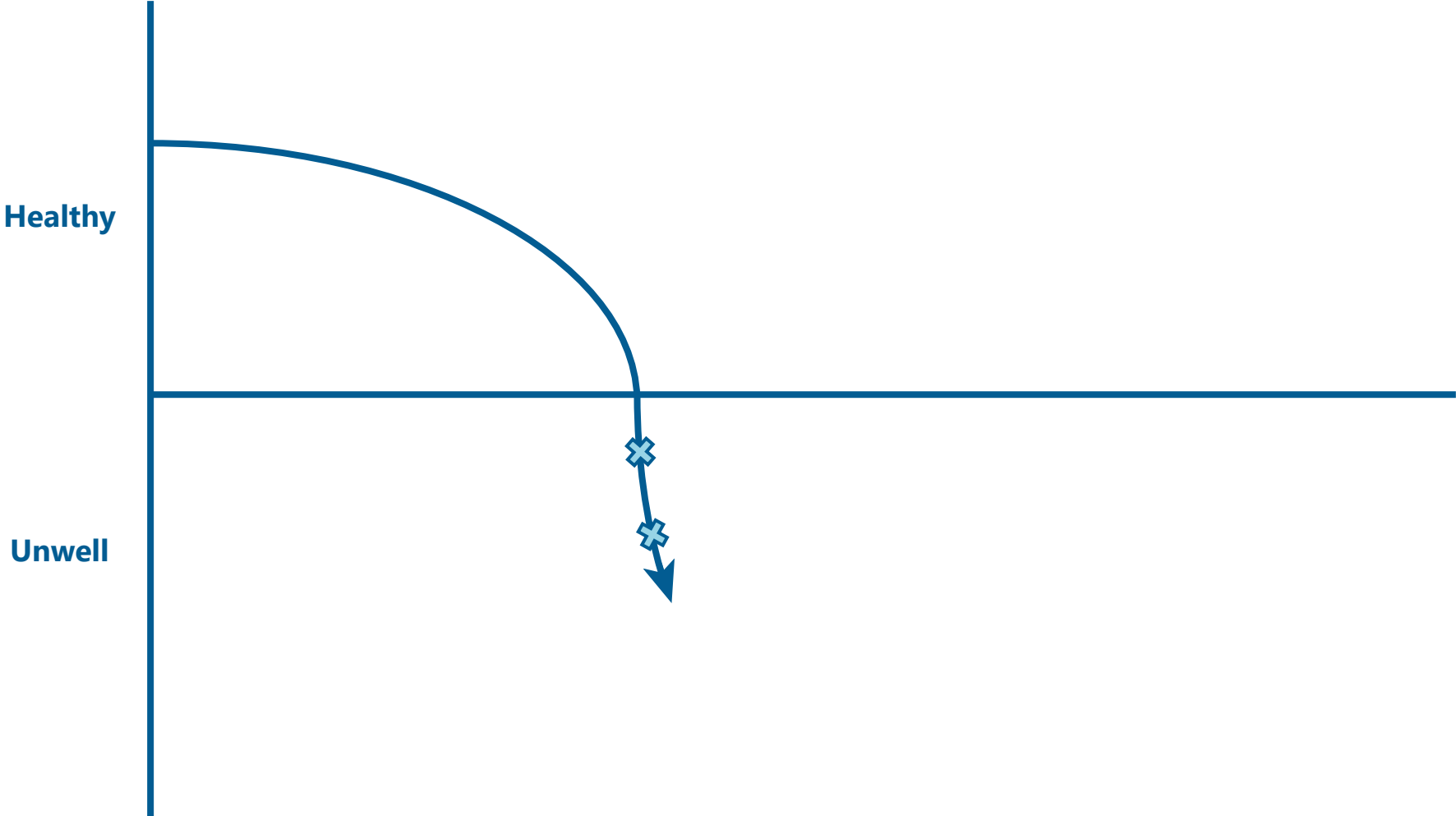


Healthy

Unwell

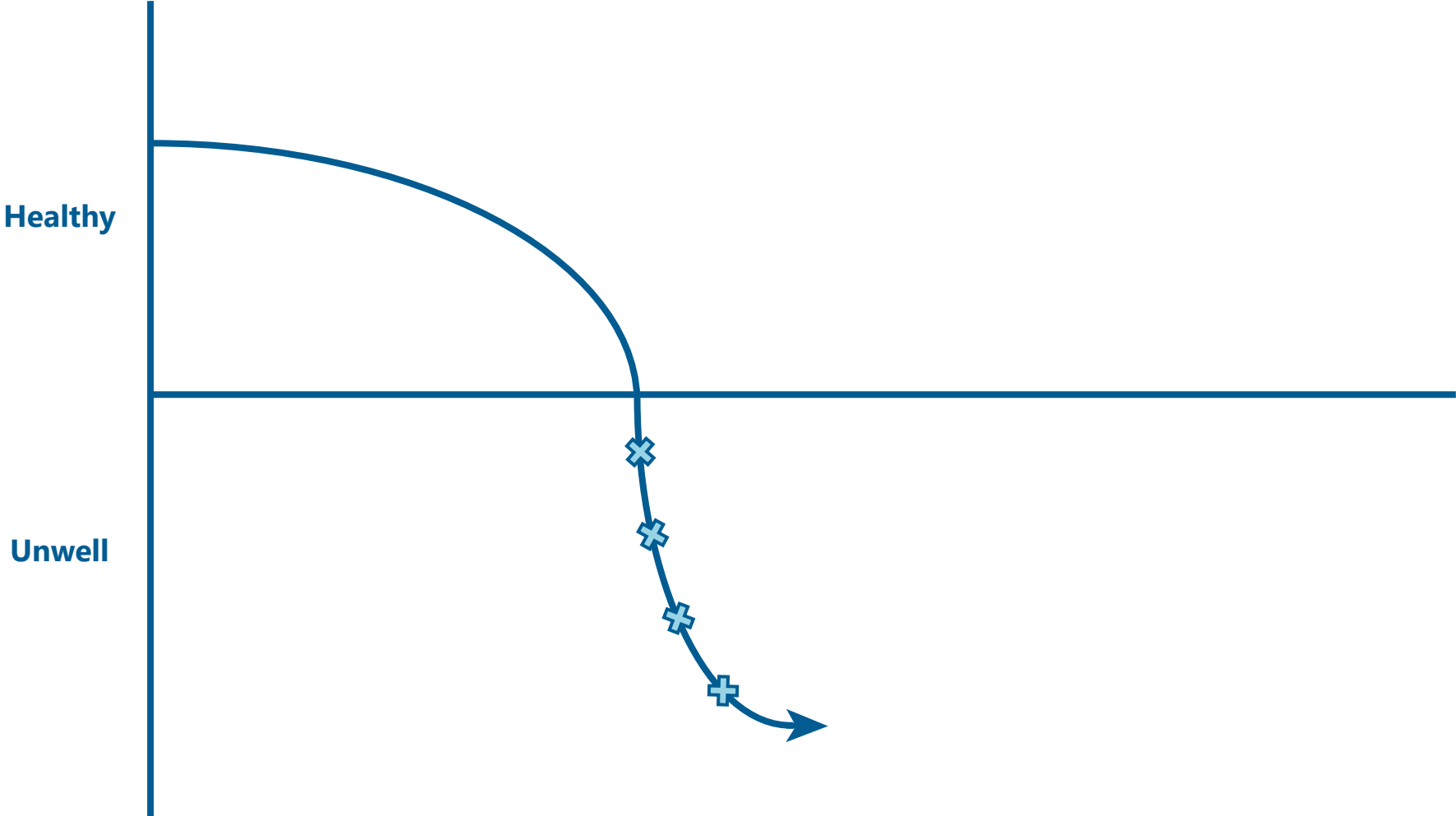
Follow the Money

Payors, CMS



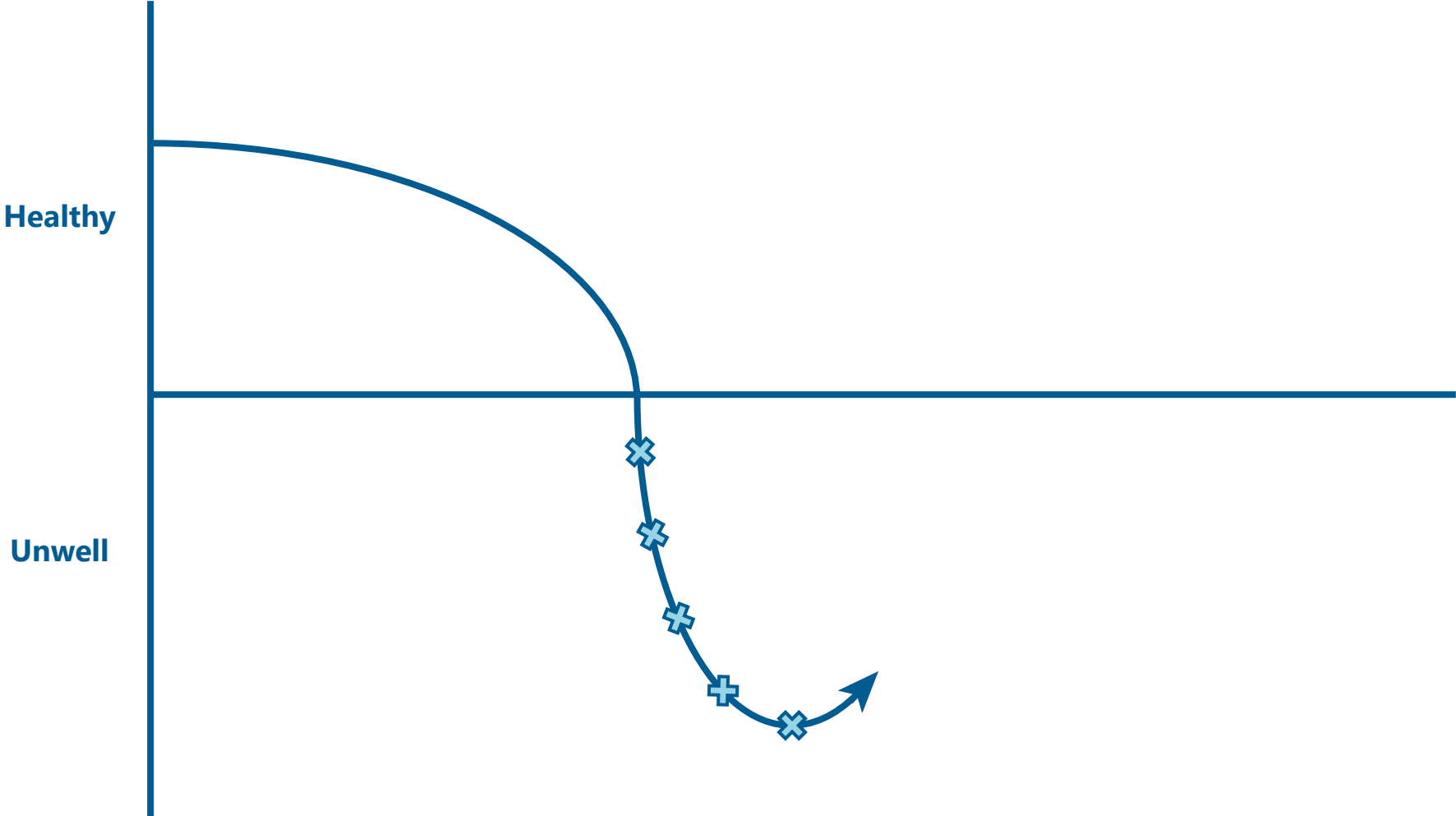
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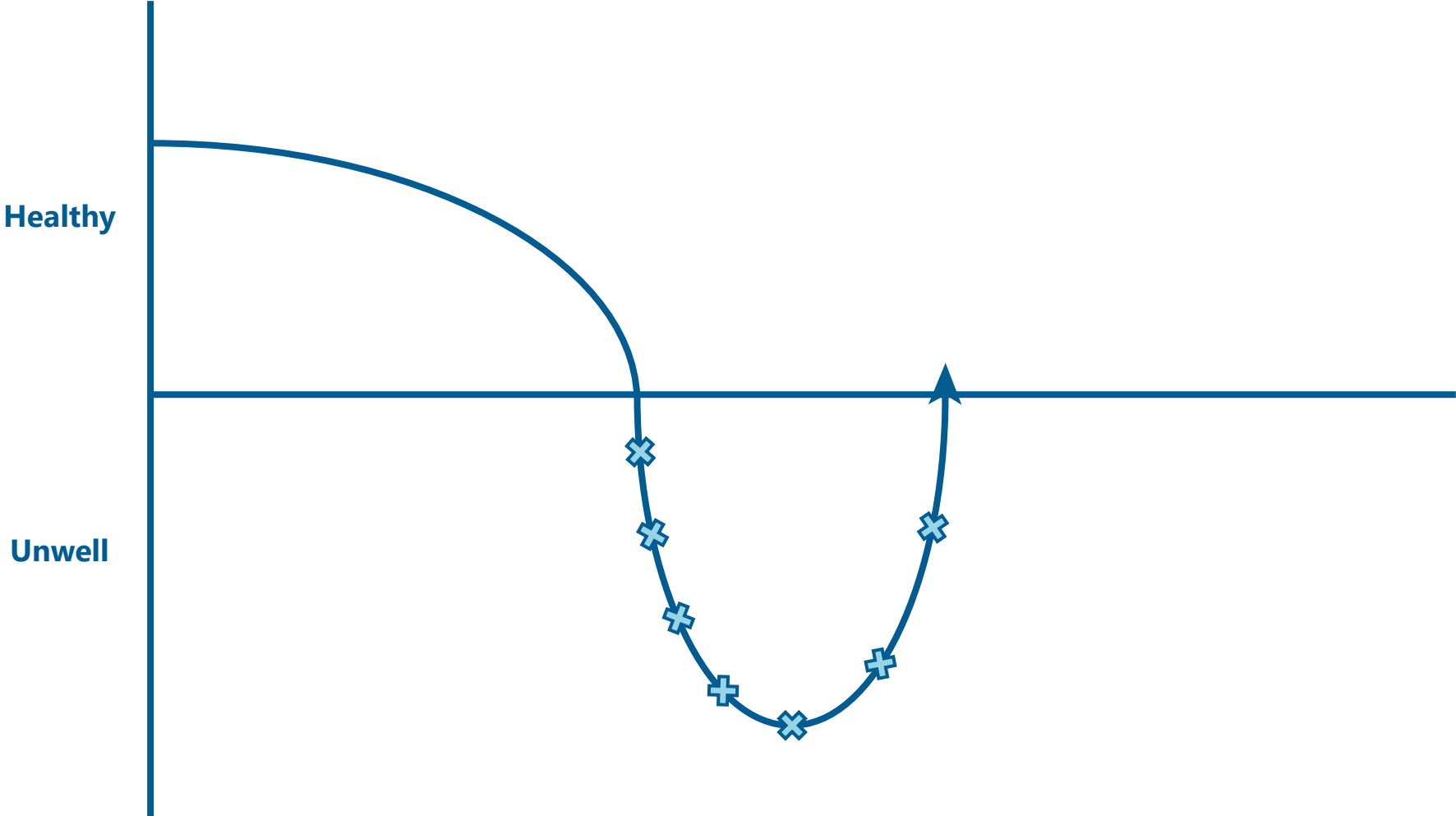
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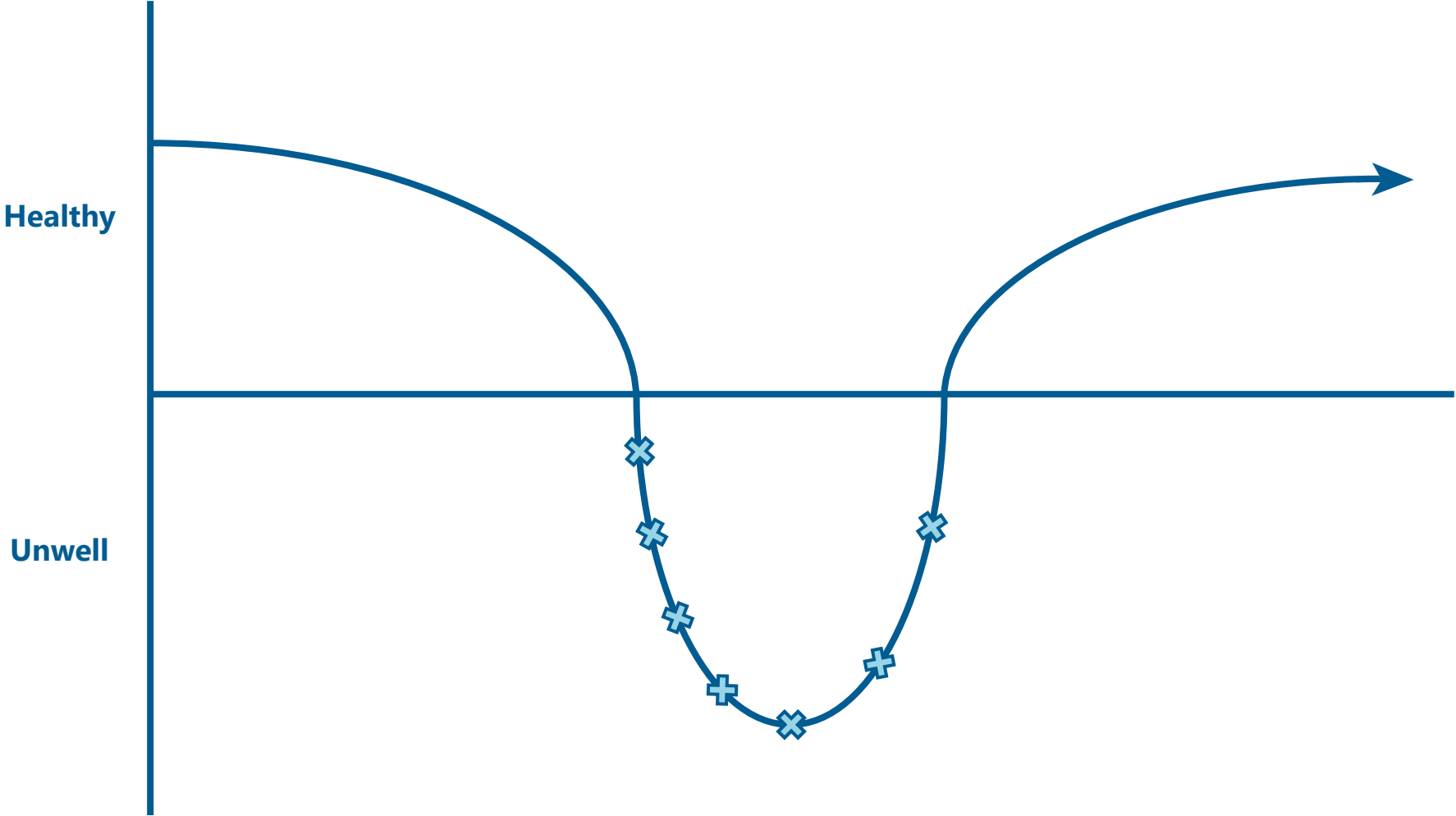
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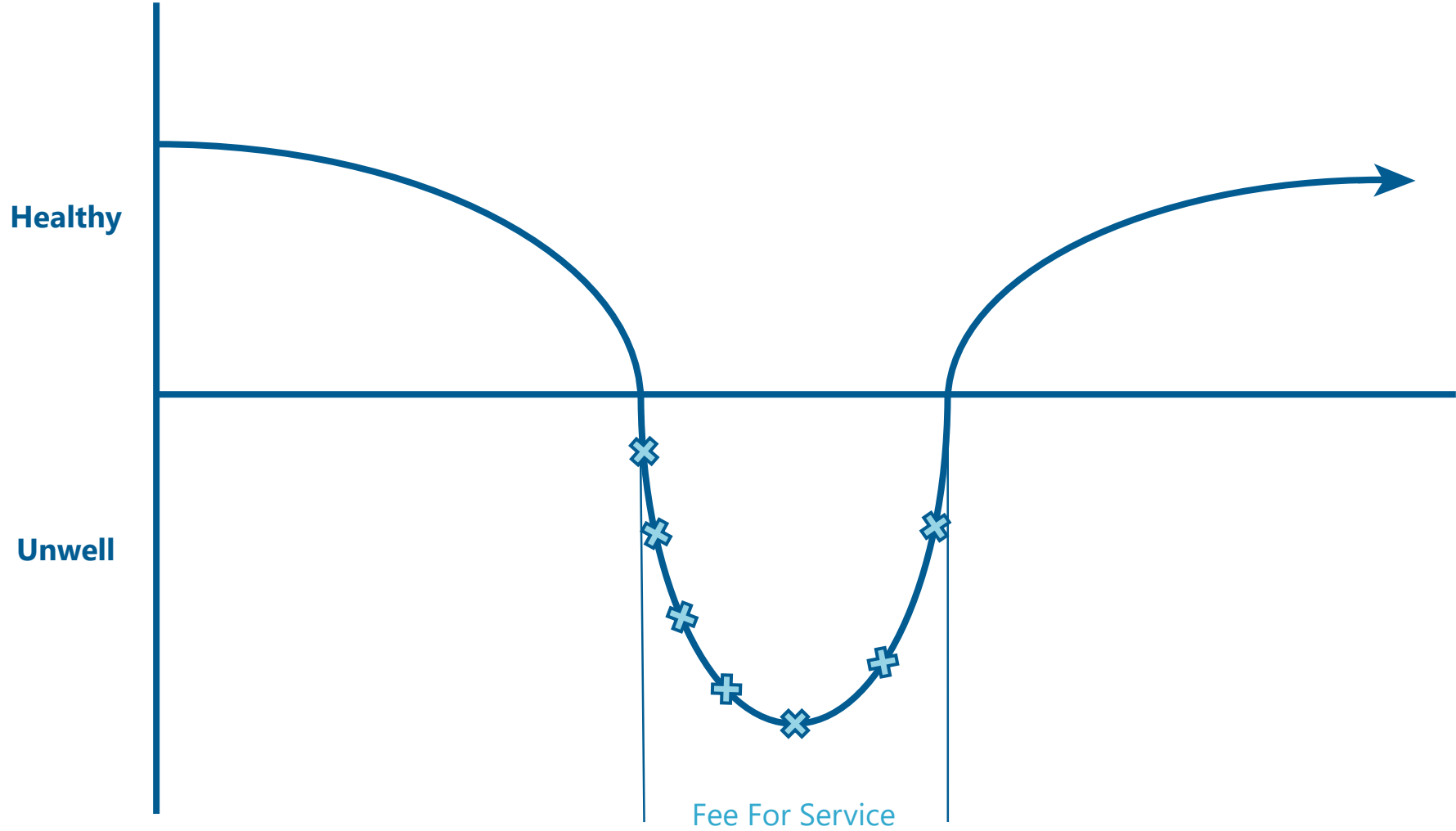
Follow the Money

Payors, CMS



Follow the Money

Payors, CMS



Follow the Money

Payors, CMS



Home Health
Services
(CMS)

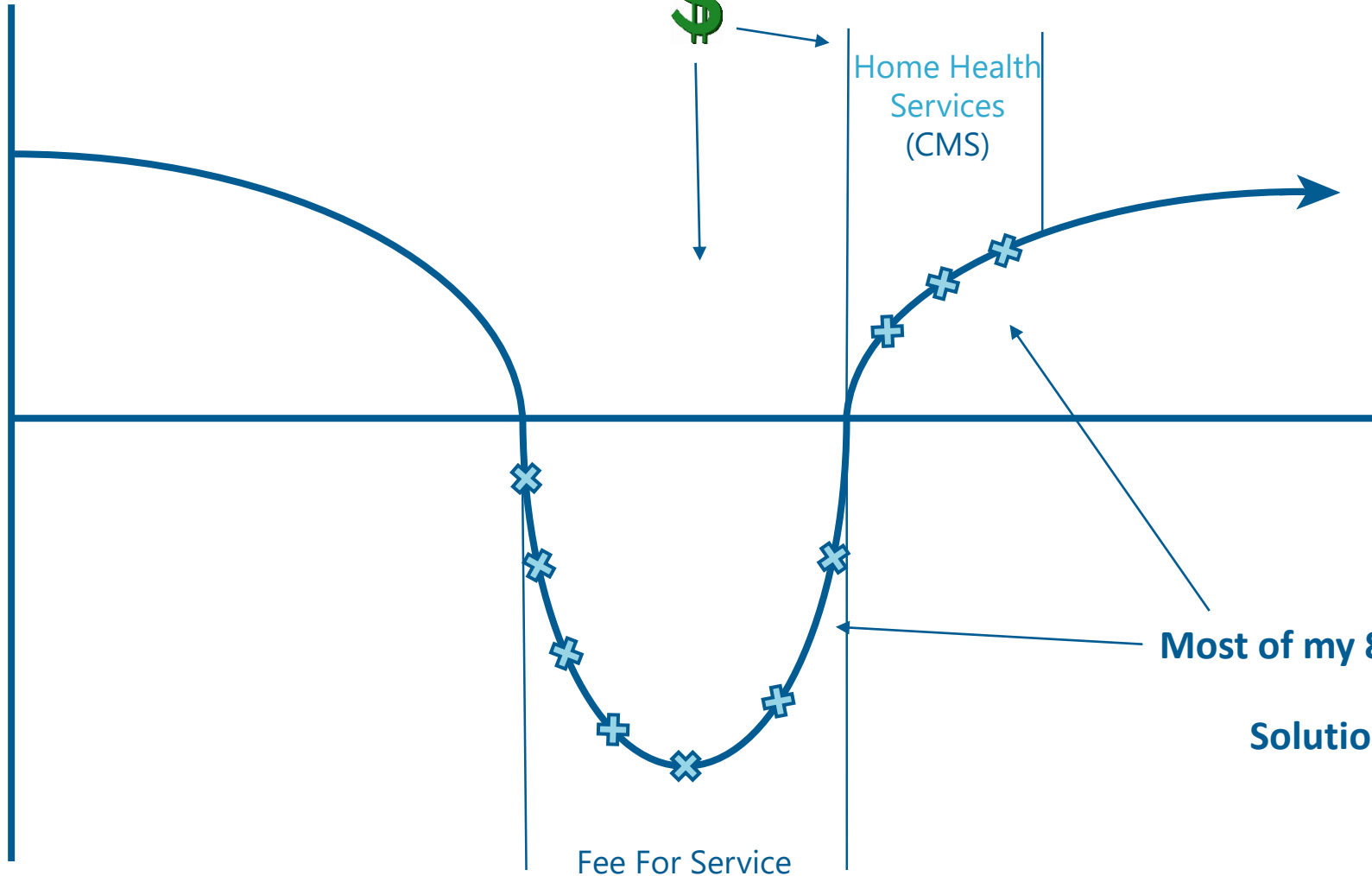
Healthy

Unwell

Most of my 87k "marbles"

Solution vertical

Fee For Service





Follow the Money



Follow the Money

Solution Vertical



Follow the Money

Solution Vertical

illness



Follow the Money

Solution Vertical

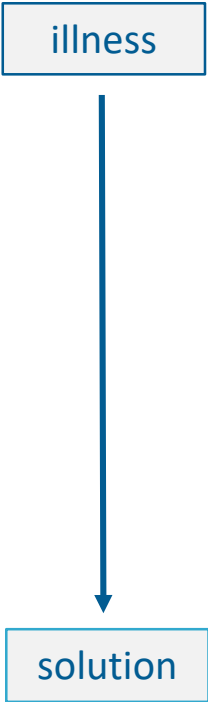
illness

solution



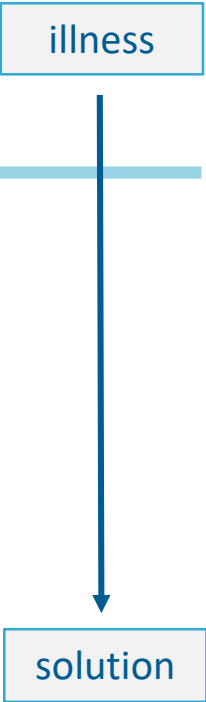
Follow the Money

Solution Vertical



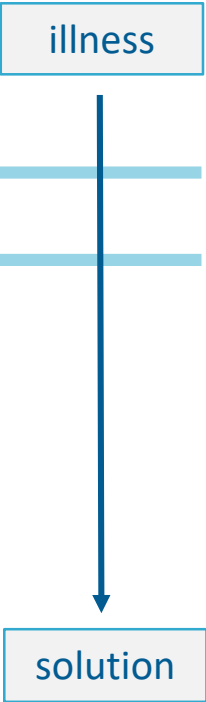
Follow the Money

Solution Vertical



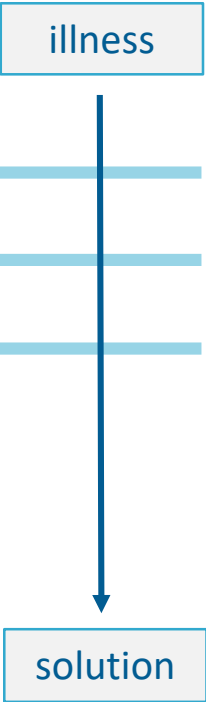
Follow the Money

Solution Vertical



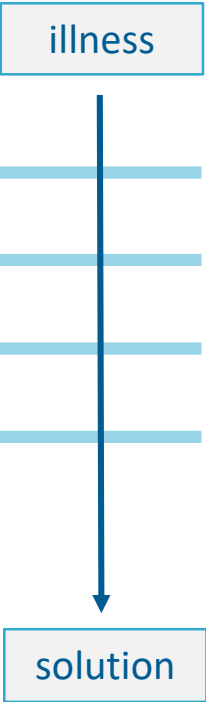
Follow the Money

Solution Vertical



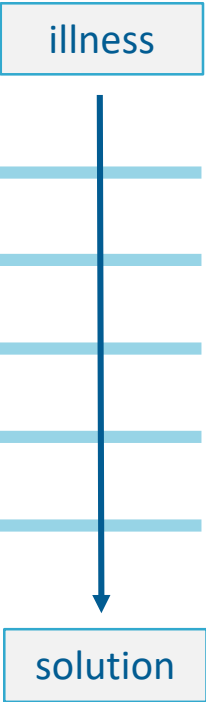
Follow the Money

Solution Vertical



Follow the Money

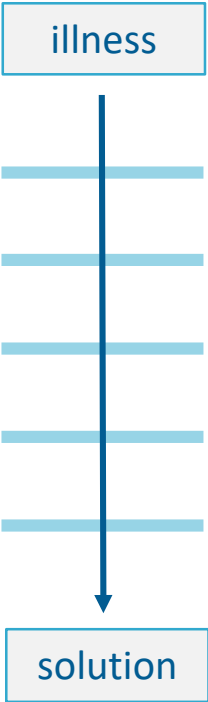
Solution Vertical



Follow the Money

Solution Vertical

This solution model is
Not sustainable.

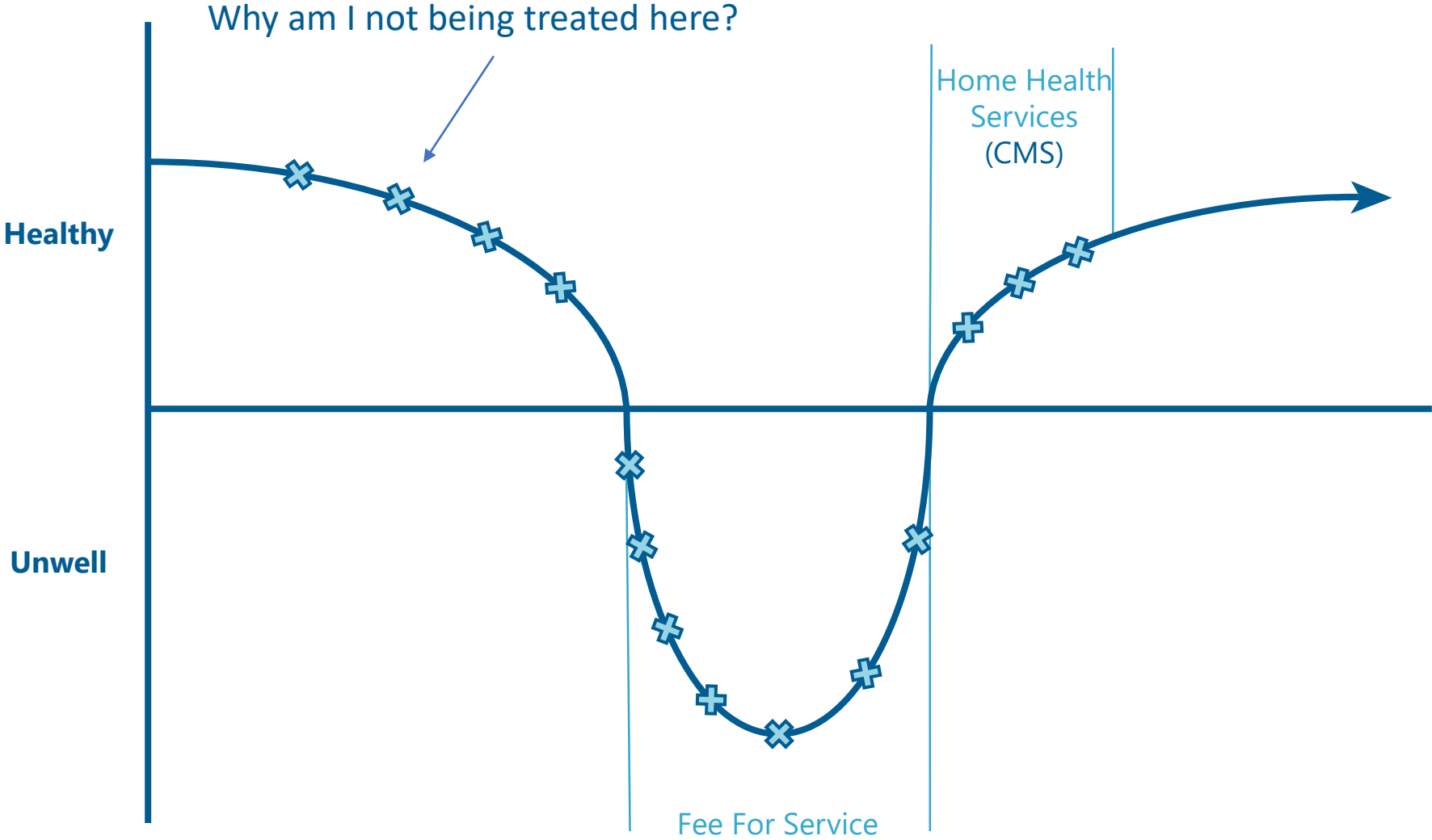


What are we not asking?

What caused the health issue?

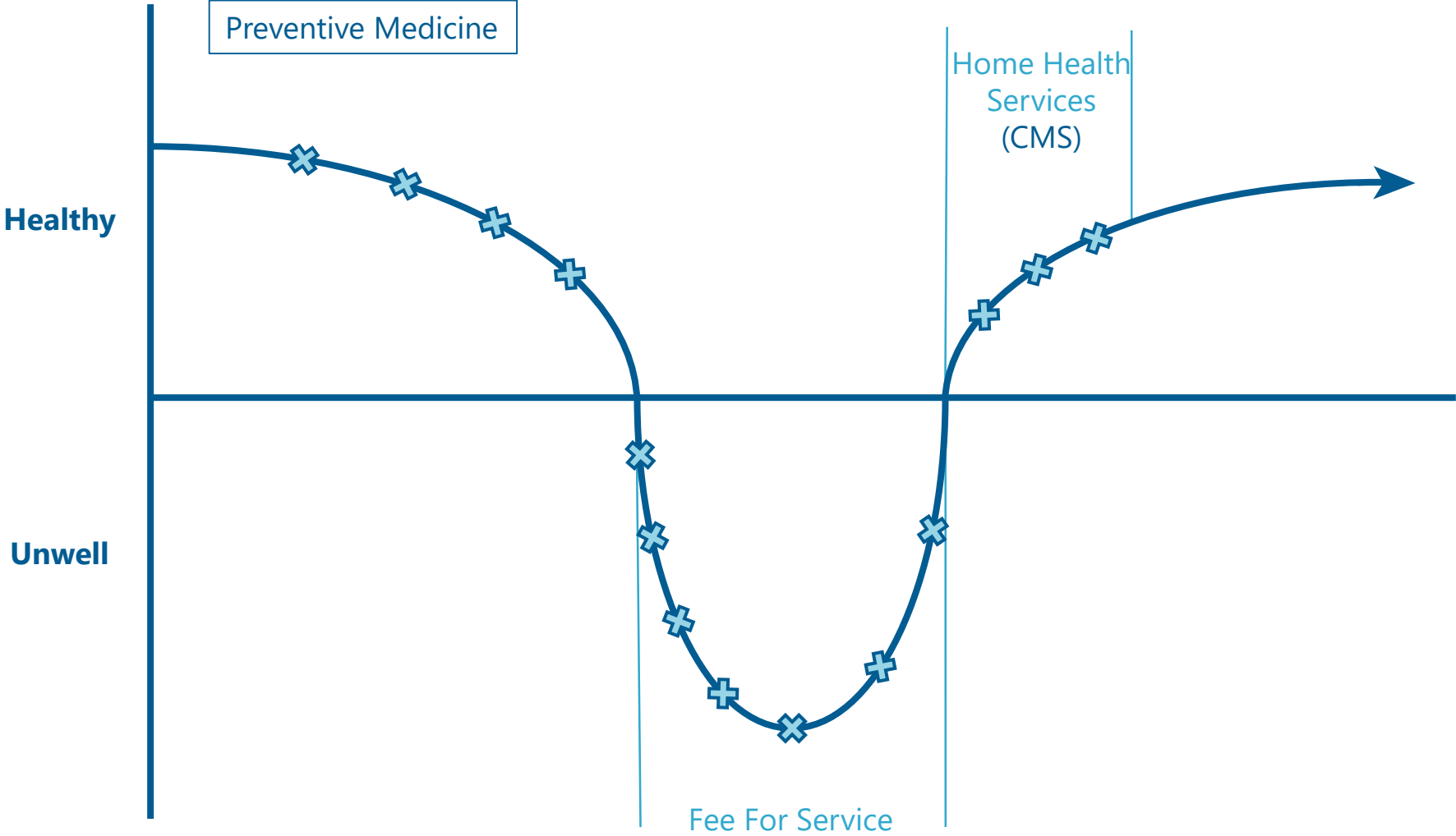
Follow the Money

Payors, CMS



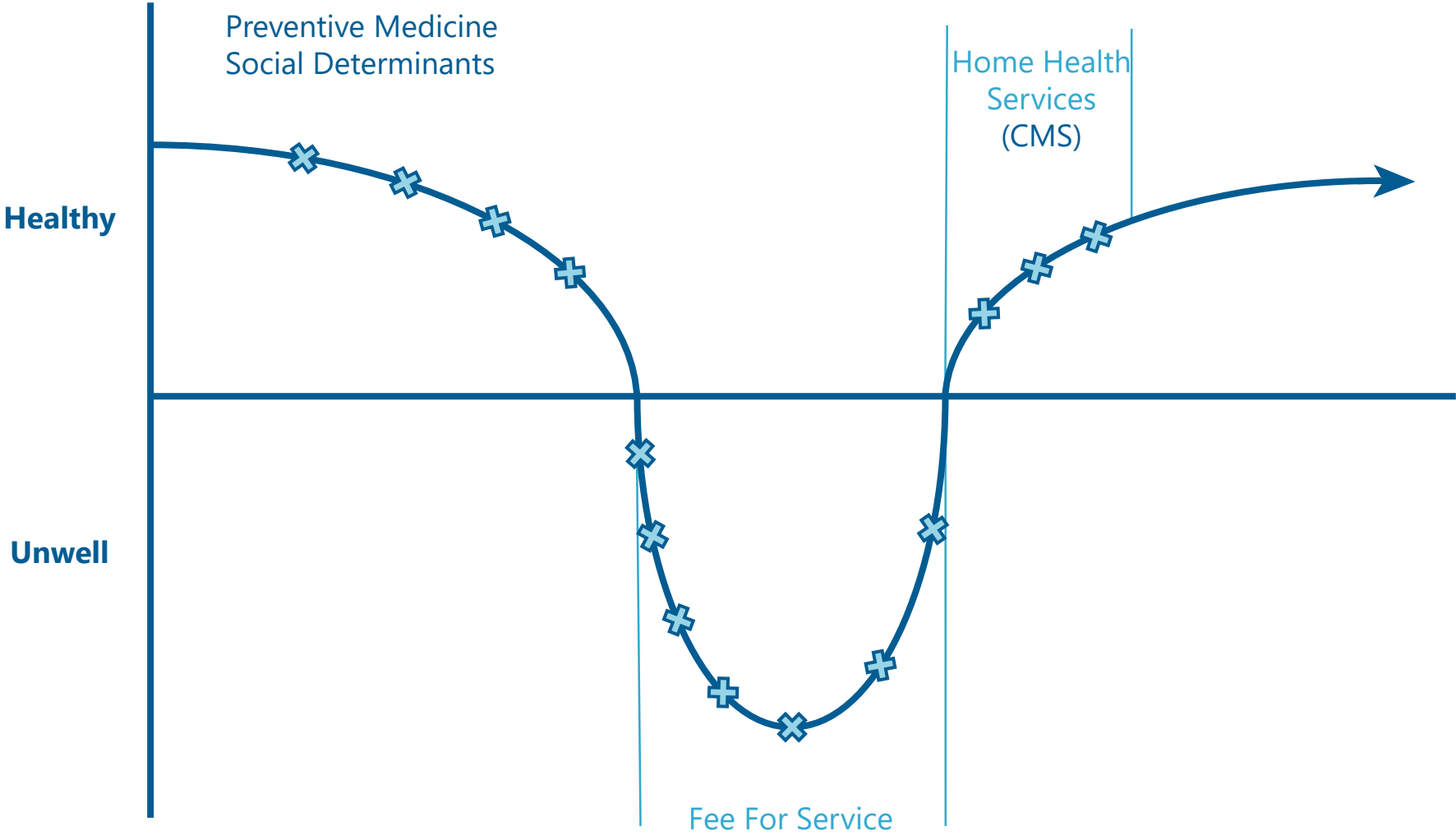
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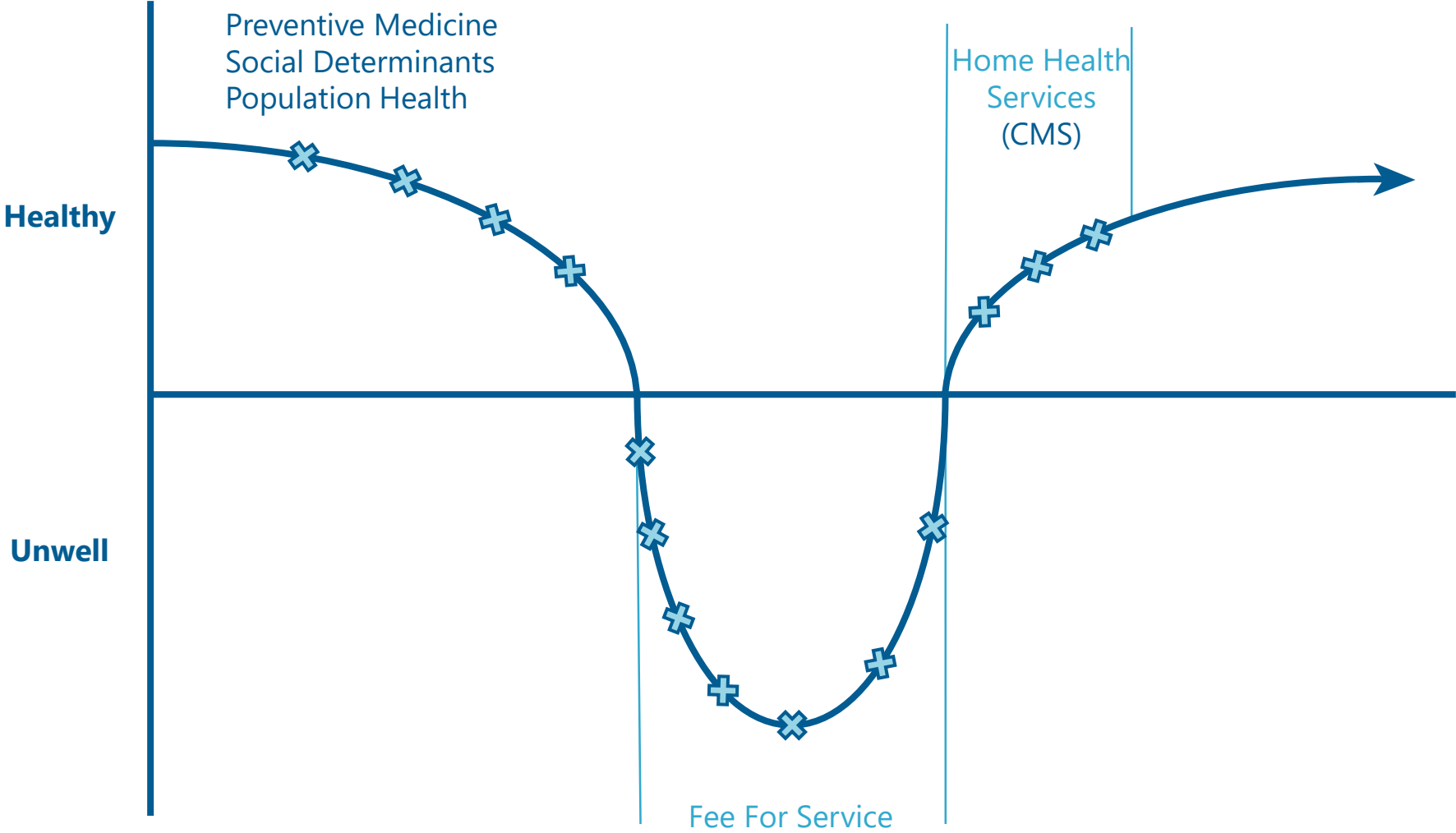
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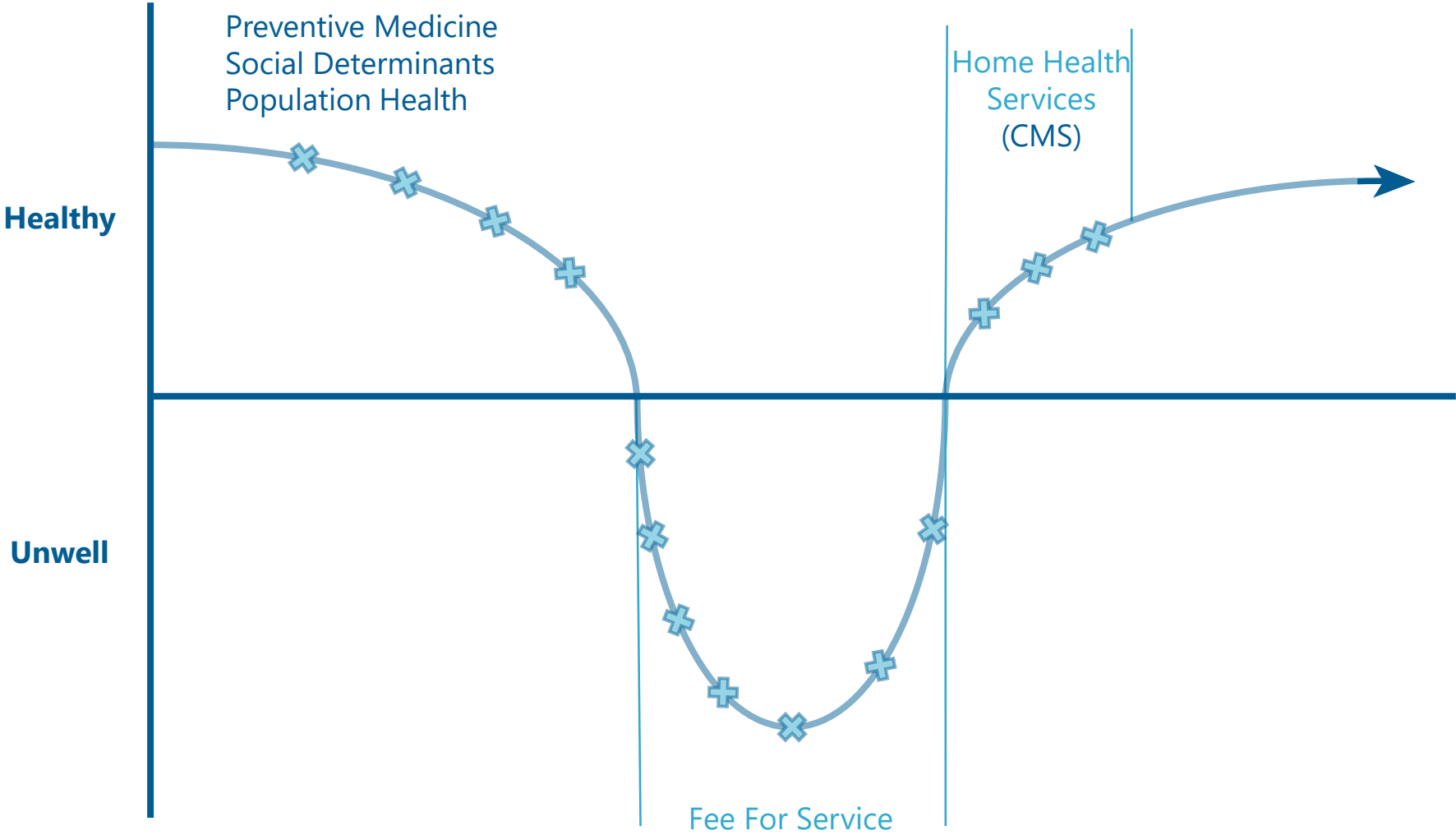
Follow the Money

Payors, CMS



Follow the Money

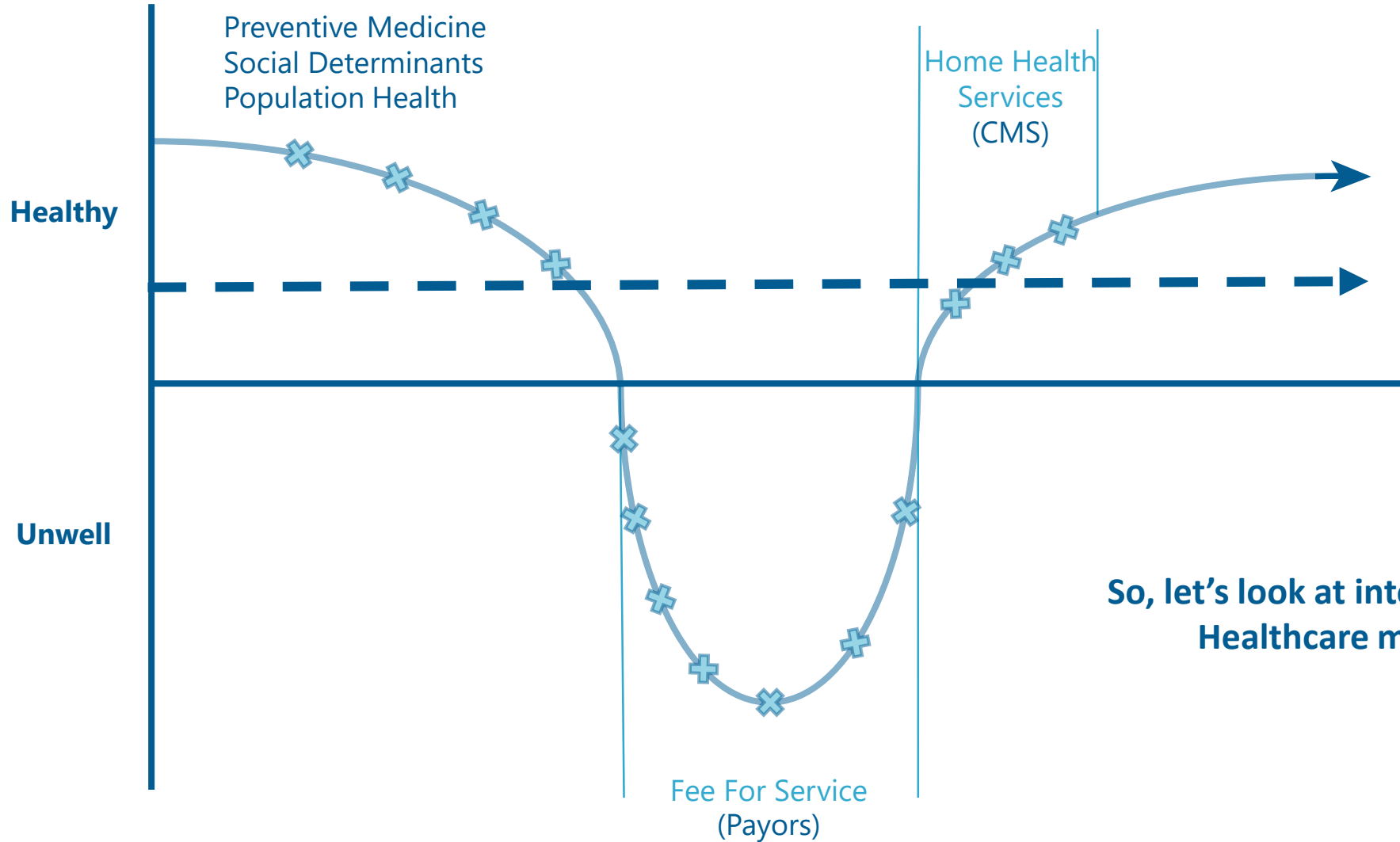
Payors, CMS



Follow the Money

Very little \$

← Payors, CMS





International Single Payor Systems

- United Kingdom – National Health System
- Kingdom of the Netherlands



International Single Payor Systems

United Kingdom – National Health System

International Single Payor Systems

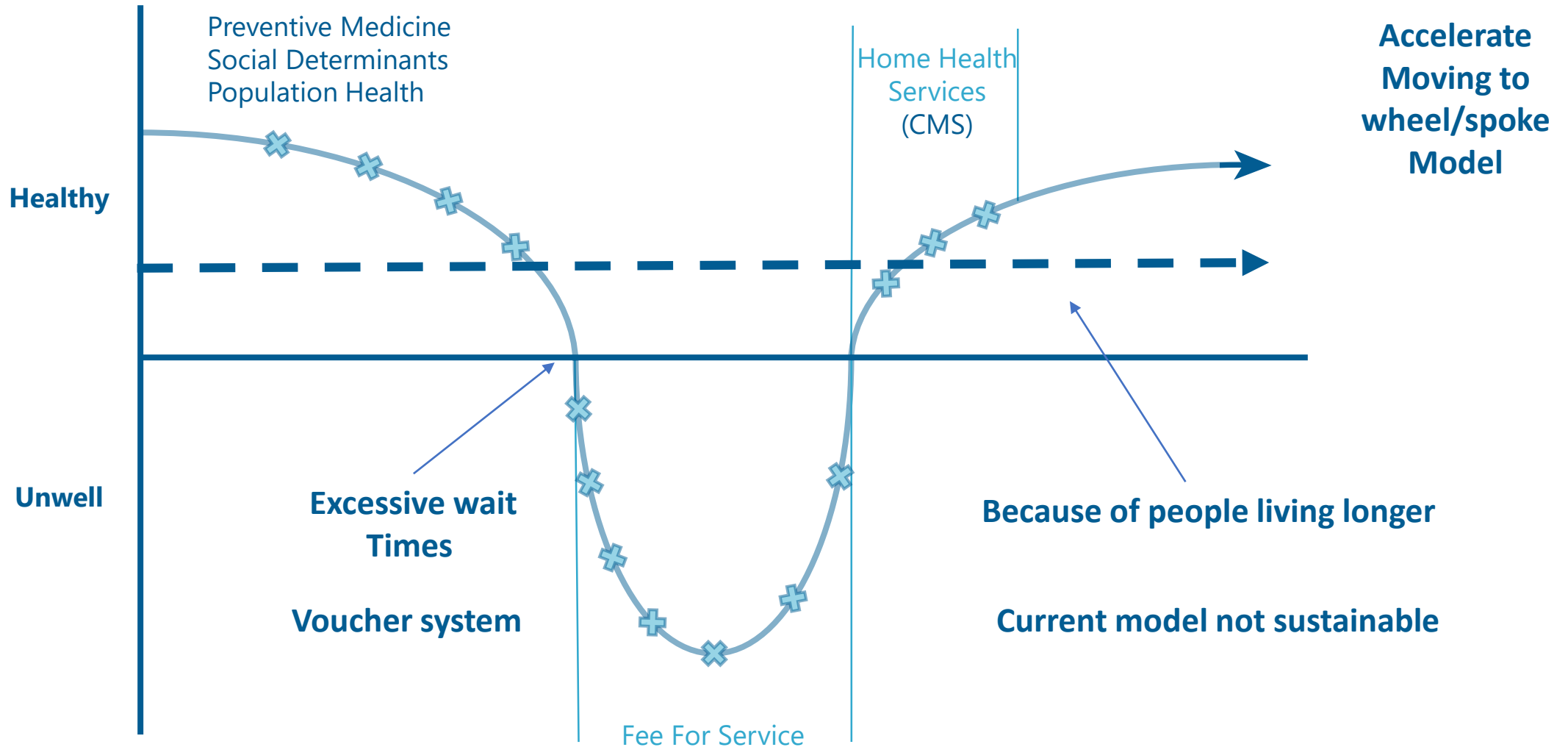
United Kingdom – National Health System

Lord David Prior (*Chair, NHS England*)



Visited for 3 days of interactive discussions & best practices between our two systems

Take away from meeting:



International Single Payor Systems

United Kingdom – National Health System

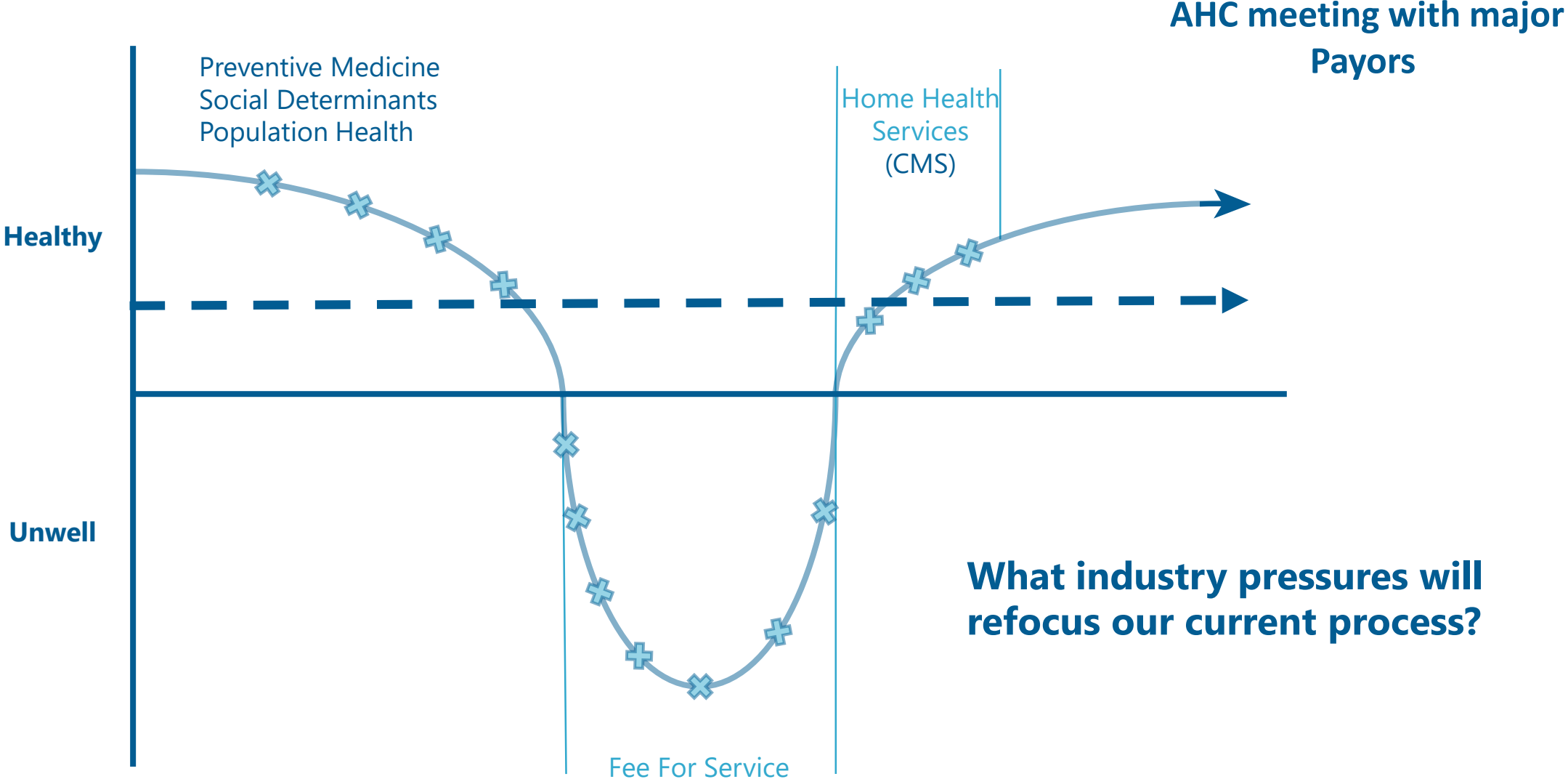
Lord David Prior (*Chair, NHS England*)

Visited for 3 days of interactive discussions & best practices between our two systems



"I do hope that we can build on the great relationship that you have built with the ABHI and that we will meet again on many more occasions. I go back over the pond with great memories. Thank you!"

So now what?





Disruptors in the Healthcare Space



Disruptors in the Healthcare Space

- Walmart, Amazon, Apple, Google



Disruptors in the Healthcare Space

- Walmart, Amazon, Apple, Google
- Aetna/CVS



Disruptors in the Healthcare Space

- Walmart, Amazon, Apple, Google
- Aetna/CVS
- United Healthcare/Optum



Disruptors in the Healthcare Space

- Walmart, Amazon, Apple, Google
- Aetna/CVS
- United Healthcare/Optum

Underlying common denominator:



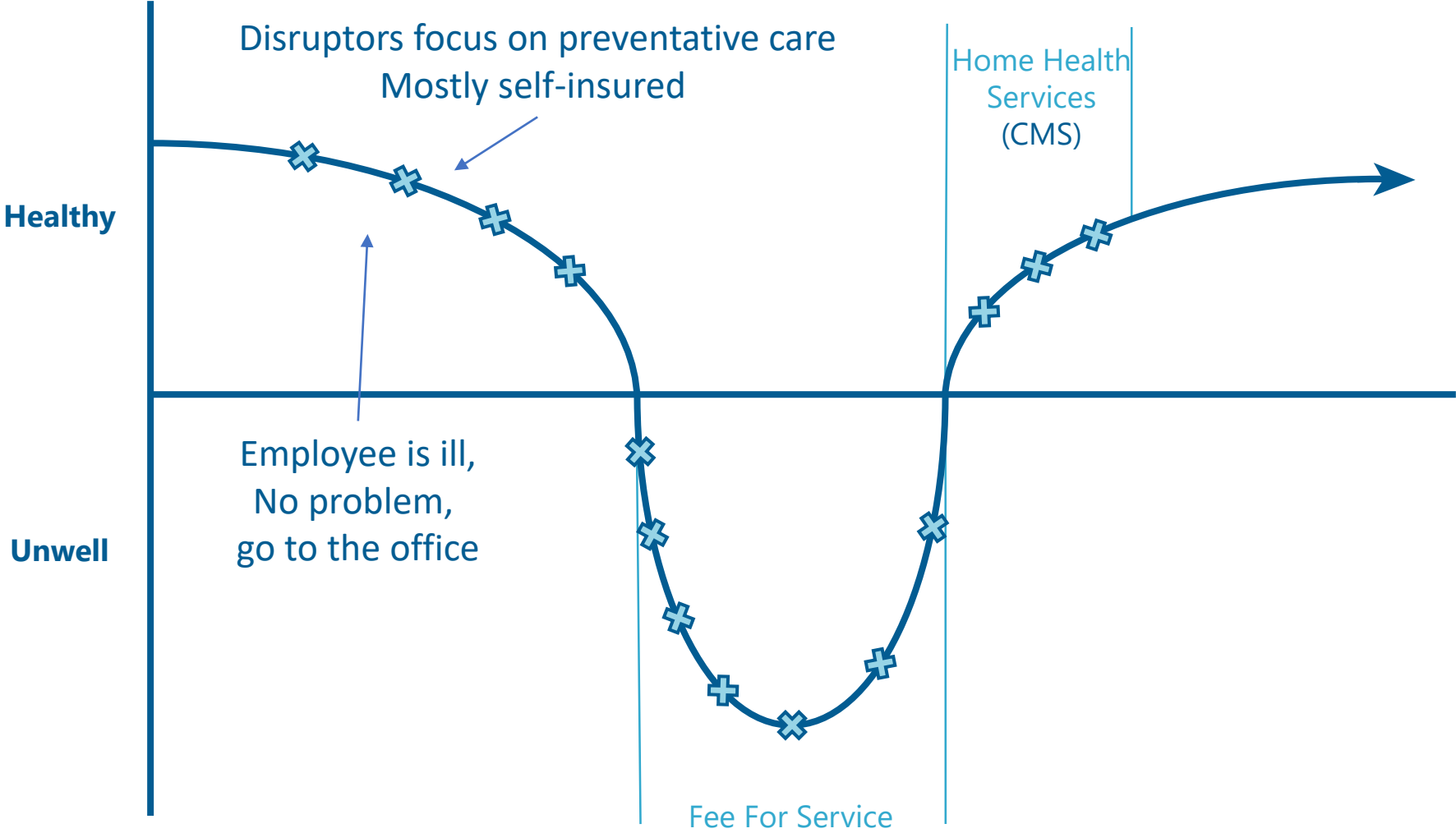
Disruptors in the Healthcare Space

- Walmart, Amazon,
- Apple, Google
- Aetna/CVS
- United Healthcare/Optum

Underlying common denominator:
Patient Centricity

Follow the Money

Disruptors Focus

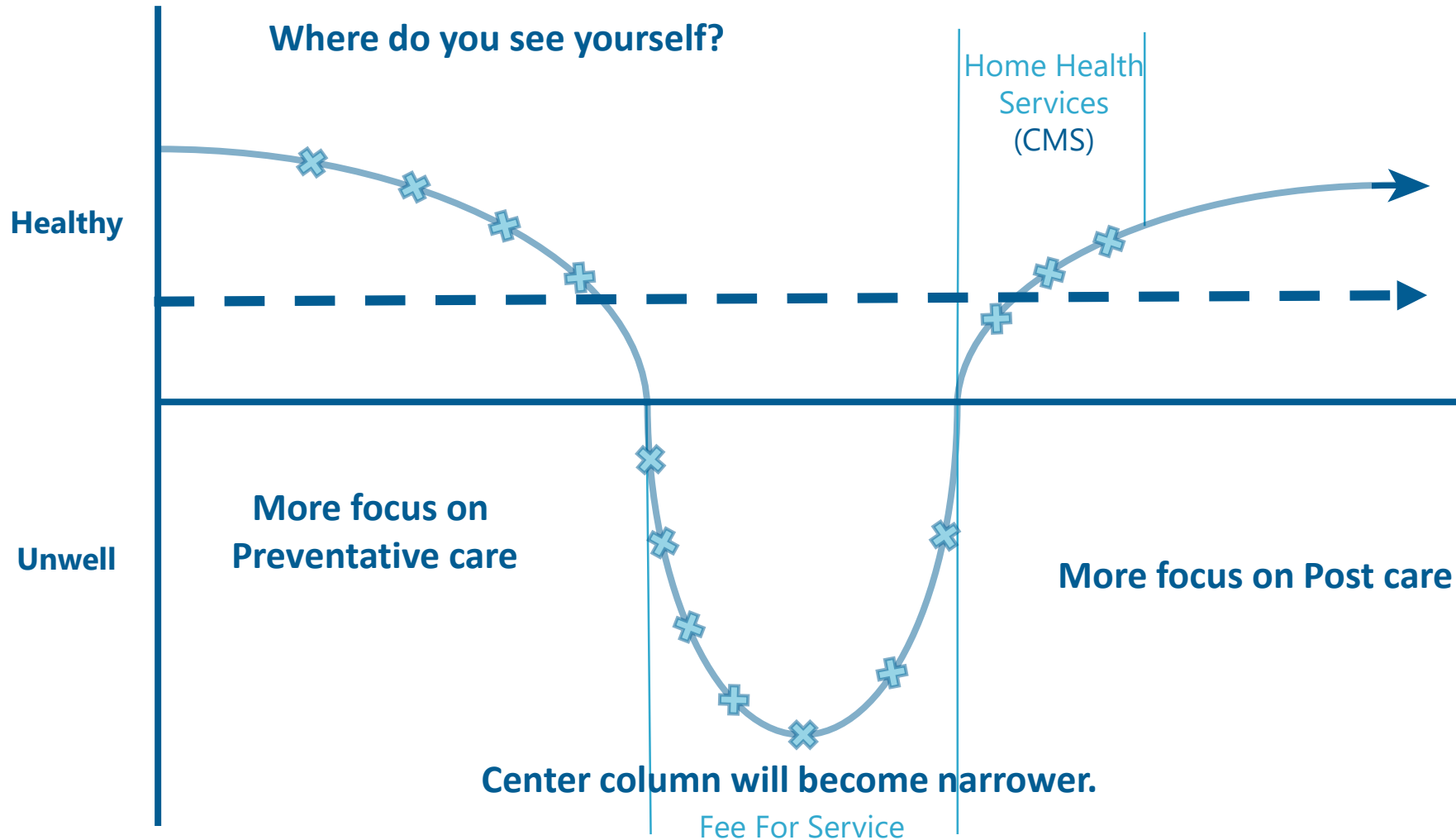


Follow the Money

Strategic Innovation

My Take:

Industry Take:





Disrupting Healthcare through Innovation

(without throwing the baby out with the bathwater)

What I'd like for you to take away is to ask yourself where I fit into all this.

The true way to effect change in our healthcare ecosystem is through collaboration between disparate entities.

That if you find the right collaborative blend of healthcare, entrepreneurial, and mature IT sectors that you as leaders in healthcare can make effective sustainable improvements to our healthcare ecosystem.



Disrupting Healthcare through Innovation

**Thank you
and
Best of luck to you in your life's journey.**