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A look to the Future Change

OFFERED BY

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National Healthcare

(what factors are driving it?)

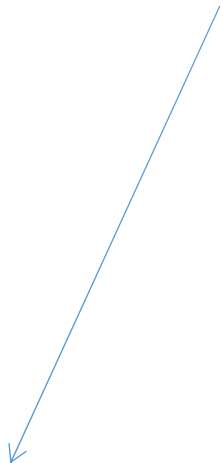
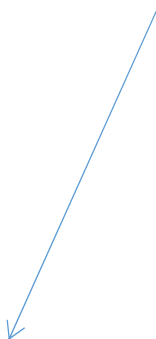
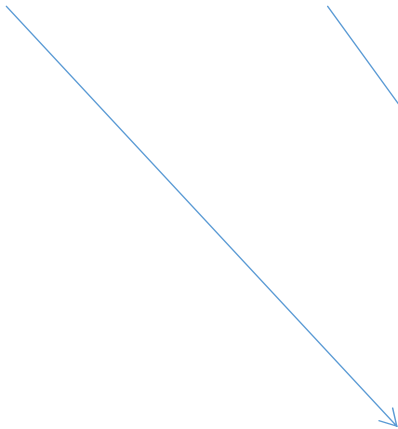
HealthCare Reform

Triple Aim

Competition

Technology/Capital

High Utilizers



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Questions for Leaders:

1. Where do we Fit in this new continuum of Healthcare?

- Who are our customers?*
- Who are our Payers*
- What do they need?*
- Are services going to be regionalized? (Illinois)*

2. What is our strategy?

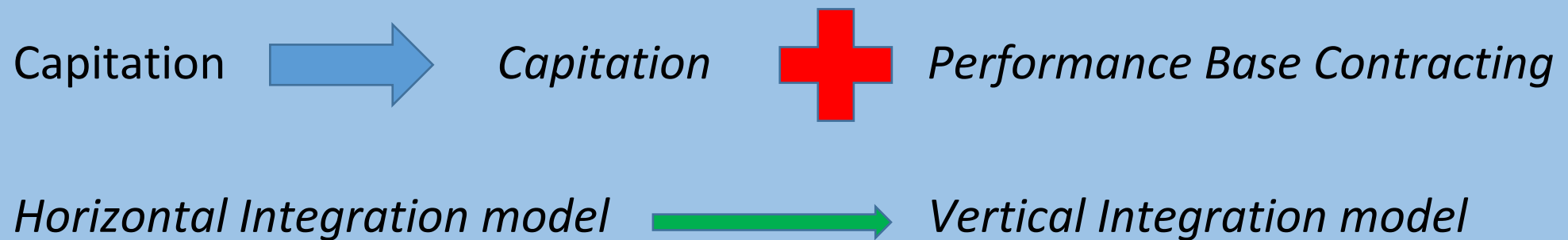
- Does our strategic planning process accurately assess our internal abilities so we can successfully adapt to the external environment*



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Increase Financial Risk

(Value base care)





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Increase Financial Risk (cont'd)

(Value base care)

How do we Transition?

Systems

1. Use Data to support decisions and drive Strategy

2. *System designed to give the consumer/payer what they want*

3. *Leadership must have the “willingness and ability” to*

Innovate

Leadership

4. *Leadership must create an innovation Model that keeps pace with competition*

Rapid cycle Innovation- the leadership must create a context where people are willing to innovate and able to create new products/service lines the organization needs to achieve its objectives



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Further Considerations:

(ARE we the right size, capital, etc....)

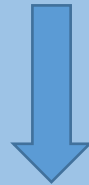
- 1. What Community/other Partnerships do we need to develop?*
- 2. Are we the right size, should we think about merger/affiliation?*
- 3. What technology is needed and what is needed capital to support it?*
- 4. Do we know our direct costs, administrative cost, income per FTE?*
- 5. Do we have a moral obligation to our budget targets so we can support raises, support our infrastructure and have margin for future investment?*



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The History of this field of providers has been that they support our communities with their skills, interventions and compassion when they are asked.

The next step in the evolution of the healthcare system is answering the question of:



Are the services that we offer adding *value* to the consumer/community by providing a (i.e. great customer experience) and giving demonstrable outcomes (i.e. efficient use of resources) to our payers?



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The end