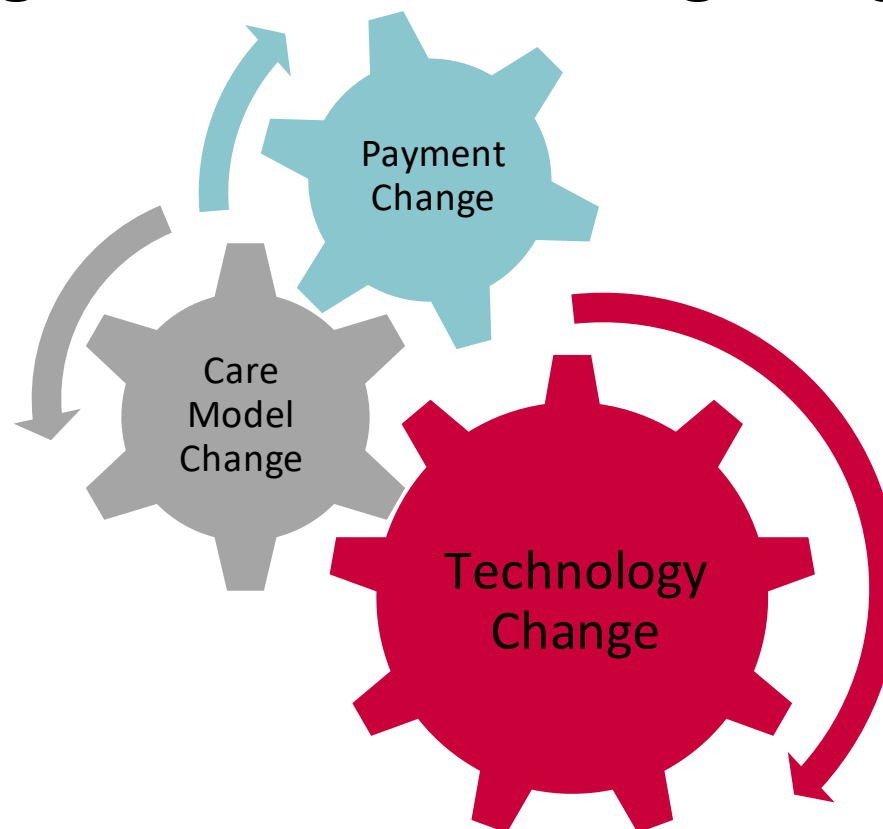
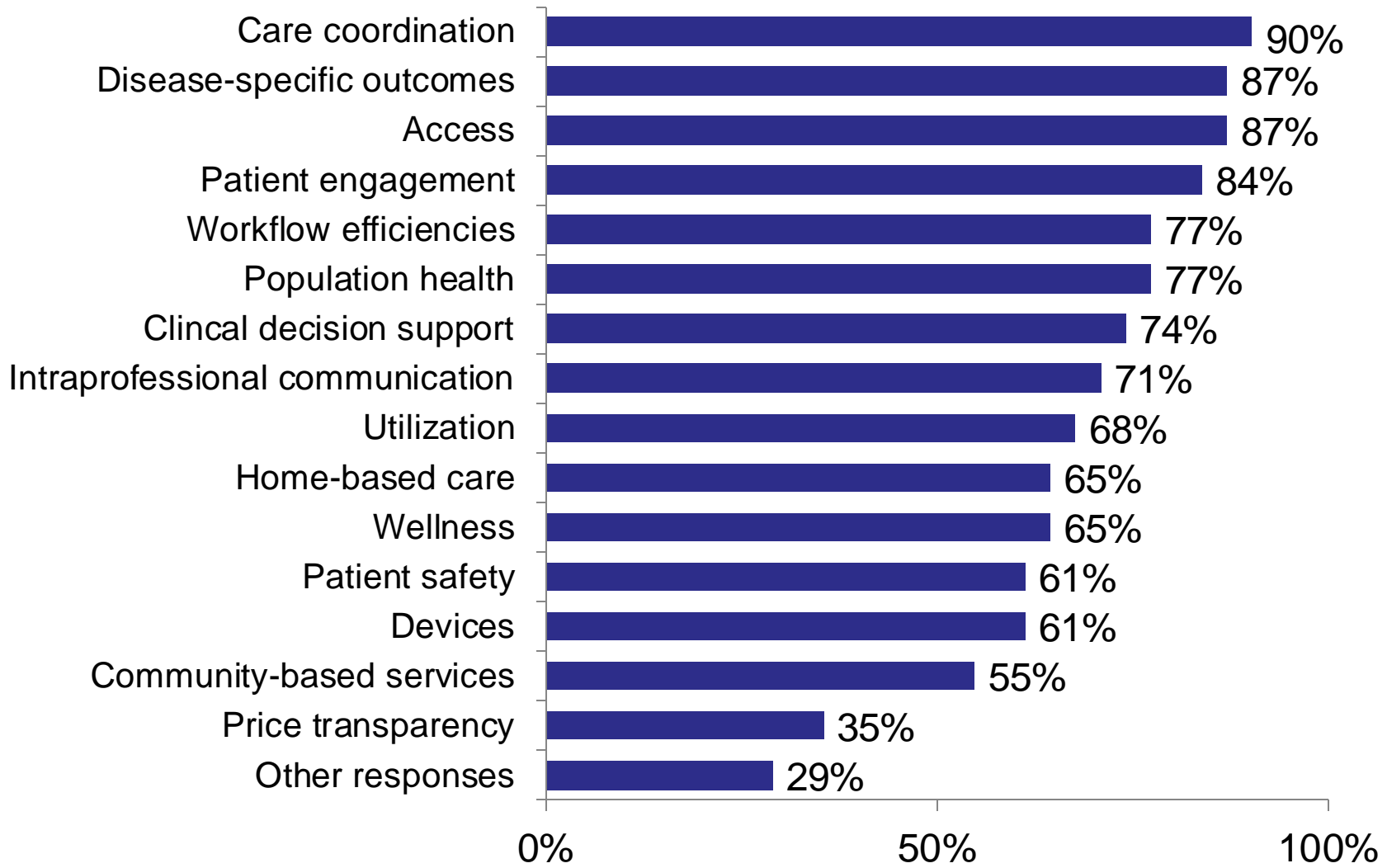


Big Tech Innovation

Getting the Gears of Change Aligned



Innovation Centers: What are people working on?



Sources: Rab, Shafiq, (2015, Fall). *Hackensack UMC Innovation Live Experience Labs*. presented at NJ HIMSS.
 The Commonwealth Fund Findings from a Survey of Health Care Delivery Innovation Centers April 2015
 Notes: Percentages based on 31 innovation center respondents.
 Other responses include spending reductions, the uninsured, helping seniors age in place, teaching/education, data mining, and data analysis.

- Understanding Value
- Capacity and Capability
- Incentives and Financial Alignment
- Attitudes.
- Regulation
- Fragmentation
- Market size issues
- Understand real business needs and match to procurement strategy

- Expensive, with hidden prices
- Activity-based and time-based payment rationale
- Fragmented, silo-ed, uncoordinated
- Cumbersome to use
- Inefficient
- Ineffective
- Highly variable
- Slow to adopt
- Lack of transparency
- Reporting for the sake of reporting

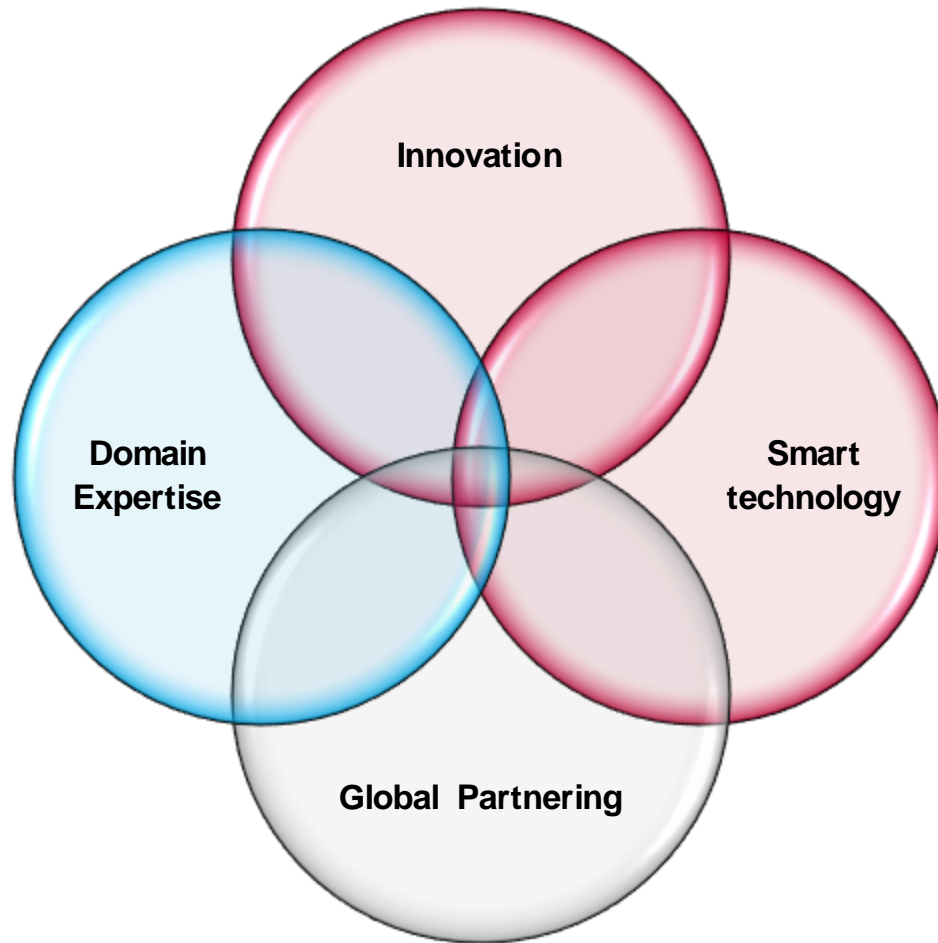
Market Failure – Widespread Demand For Improvement

Tech + Innovation

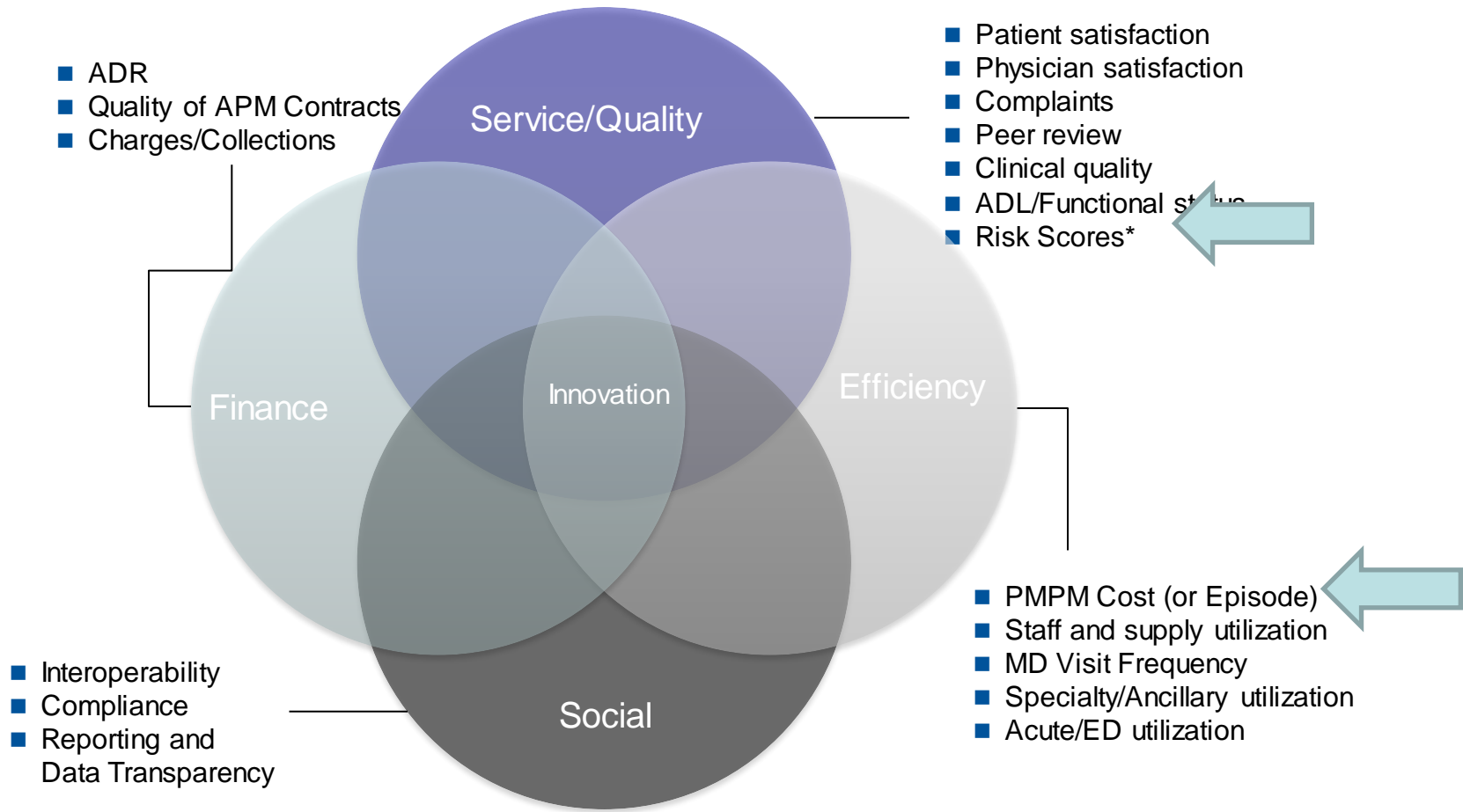
Easier and Better

Value is Definable

Worth the Time, Money and Effort to Change



Performing at the Highest Level



Critical Elements



Make a Case for Change: Example

- Create need for change based on a Holistic Approach
 - Understand stakeholder care goals 3 years out
 - Discuss APM trends in their markets
 - Deep dive into 3-5 strategic markets
 - Establish Metrics and Outcomes Goals
 - Suggest their Technology Roadmap
- Analysis of current costs – 3 year costs and switching costs
- Address new emotional dynamics that may arise from switching
- Implement change by supporting the processes needed for the change
- Sustain change by sharing results of success
 - Quality
 - Financial

