

Creating a positive margin in an uncertain and changing health economy

Improving financial performance and operating margin remains a top issue

Cost issues



- ⊖ Increased demand
- ⊖ Infrastructure upgrades
- ⊖ Therapeutic advances
- ⊖ Technology
- ⊖ Labor

Reimbursement issues



- ⊖ Decreased funding
- ⊖ Shift from volume to value

**Health care stakeholders
trying to reach a cost balance**

Therapeutic
advances



Cost, quality,
outcomes

What are health care providers doing about it?

- ⊖ Consolidation/M&A
- ⊖ Alliances/partnerships
- ⊖ Networks (care & operational)
- ⊖ Joint ventures
- ⊖ Vertical integration
- ⊖ Alternative care settings
- ⊖ Staffing models
- ⊖ Cost reduction & efficiency improvement
- ⊖ New revenue sources & businesses (IP, medical tourism)

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