

# Transforming healthcare by putting information to work

It's no secret—healthcare is transforming. The transition to value-based care is well underway; everyone from healthcare delivery organizations to clinicians, payers, and patients feels the impact and has a role to play. Moving to a value-driven model demands agility from people, processes, and technology. Organizations that succeed in this transformation will be those where collaboration is commonplace, clinicians and business leaders wear new hats, and data is recognized as an enterprise asset.



## Key trends driving healthcare transformation

Major economic, social, demographic, technological, and regulatory changes are profoundly reshaping the healthcare ecosystem while greatly elevating the importance of optimized data management.



Value-based care delivery



Convergence



Personalized Medicine



Consumerism



Preventive care

# 40%

of healthcare executives gave their organizations a grade of D or F on their preparedness to manage the data deluge. None felt their organization deserved an A.<sup>1</sup>



## Technology barriers<sup>2</sup>



# 43%

of healthcare organizations say they aren't capturing enough of the right information



# 34%

say they're using electronic health records extensively



## The cost of bad data<sup>3</sup>



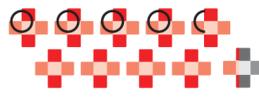
# 15% - 20%

of lost revenue for an individual business



# 94%

of hospitals have suffered data breaches



# 45%

of hospitals have suffered 5 or more data breaches

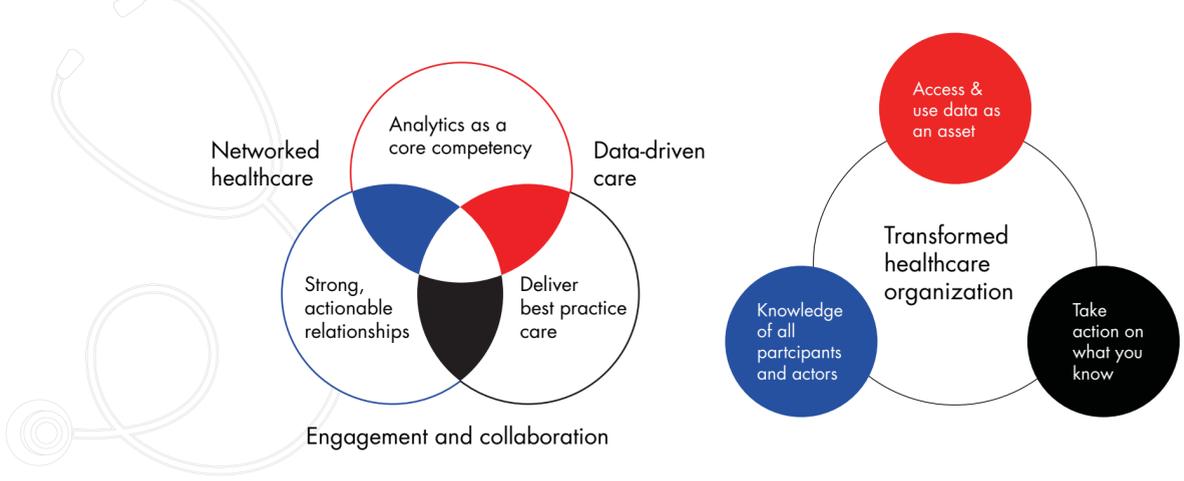


# \$5.5M

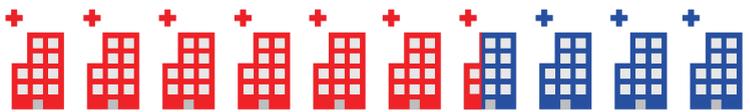
average cost of data breach, per organization

## The benefits of knowing and connecting vs. suspecting

Transformed healthcare organizations and ecosystems can make more sound decisions based on data, not hunches, across a wide ecosystem.

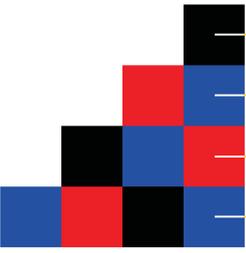


# 63%



of healthcare executives say their organizations are implementing information systems that will support the delivery of care beyond the walls of their facility.<sup>4</sup>

## Benefits of a data infrastructure



- Improve quality of care coordination and services
- Power accountability and personalized medicine across the ecosystem
- Reveal opportunities to increase targeted outreach and marketing efforts
- Create a competitive advantage for increased market share and reduce referral leakage

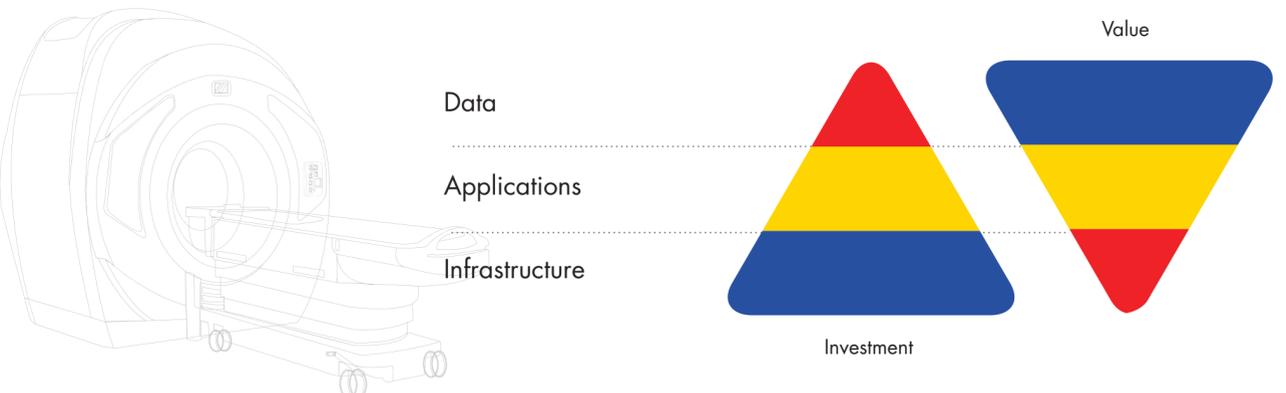
"The [big] issue will be how organizations control their data and analysis, and ensure that individual users make decisions on correct analysis and assumptions."

"Competing on Analytics: The New Science of Winning," by Thomas H. Davenport and Jeanne G. Harris



## The data dividend

Invest in data to derive the value that's available.



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1 "Poor Data Management Costs Healthcare Providers," Information Week, July 2012  
 2 "Challenges with Meaningful Use: EHR Satisfaction & Usability Diminishing," American College of Physicians and American EHR Partners, 2013  
 3 Ponemon Institute  
 4 "Poor Data Management Costs Healthcare Providers," Information Week, July 2012

