

The logo features the text "HAS" in a bold, white, sans-serif font, followed by a stylized white flame icon with three distinct upward-curving sections. To the right of the flame is the number "17" in the same font, with a small "TM" trademark symbol positioned below the "7". The entire logo is centered within a blue, rounded rectangular frame with a white border.

**HAS**  **17** TM

**Dan Burton**

September 13, 2017

# Topics

- Themes for this year's summit
- Attendee analytics
- Our shared challenge
- Our commitment to you

# Themes for HAS 17

- Changing the digital trajectory of healthcare
  - Digital transformation in other industries
  - The upcoming digital medicine revolution
  - The accompanying tsunami of new data and data sources
  - Machine learning and artificial intelligence
  - Significant advances in transparent costing and pricing
  - The next wave of population health

# Keynote Presentations



**Thomas H. Davenport**  
(Visionary, Consultant, Professor, Author of  
"Competing of Analytics" and others)  
**The Four Eras of Analytics**



**Eric Topol, MD**  
(Physician leader, author of "The Patient Will See You  
Now" and others)  
**The Future of High Impact, Precision Medicine**



**Dale Sanders**  
(President, Technology,  
Health Catalyst)  
**Changing the Digital Trajectory  
of Healthcare**



**Maureen Bisognano**  
(President Emerita and Senior  
Fellow, IHI)  
**The Patient's Power in Improving  
Health and Care**



**Robert A. DeMichiei**  
(Executive VP and Chief Financial  
Officer, University of Pittsburgh  
Medical Center)  
**The Cost of Healthcare –  
A Revisionist History**



**David Nash, MD**  
(Founding Dean of the Jefferson  
College of Population Health)  
**The Population Health Engine**






**Kelly Craig**  
(Chief Strategy & Information Officer,  
Camden Coalition of Healthcare Providers)  
**A Coalition of the Willing**

# Breakout Session Topics & Type

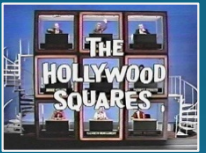



	Session Name	Type
Wave 1	Using Predictive Analytics and Effective Tools to Drive Down Infections	Case Study
	Closed Loop Analytics (EHR Integration): Turning Insights Into Action	Technical Session
	Ambulatory Quality: Returning to the Essence of Our Work	Case Study
	Designing Hospital Quality Function Around the Value Chain to Improve Population Health	Case Study
	Agile Analytics: The Key to Improving Everything from Surgical Services to Genomic Personalized Medicine	Case Study
	Using Analytics to Drive Standardization and Success in a Fixed Payment / Value-Based World	Case Study
Wave 2	The Enterprise Data Governance Evolution: Positioning Your Organization at the Cutting Edge of Data Quality Improvement	Case Study
	Machine Learning for Leaders: A Practical Guide to Implementing Machine Learning in Your Organization	Educational Session
	Delivering the Healthcare Pricing Transparency That Consumers Are Demanding	Case Study
	A Universal Operating Model for Population Health Management	Educational Session
	How to Use Machine Learning to Improve Outcomes	Technical Session
	Dedication to Quality Improvement Delivers on the Triple Aim: Saves Tens of Millions Annually	Case Study
Wave 3	The Data Operating System: What It Really Means and Why You Will Need It	Technical Session
	Yours, Mine, Ours - Provider-Payer Convergence and the Future of Data Analytics	Educational Session
	A Bad Moon on the Rise? How We Raised the Sense of Urgency and Built a Strategy Shift with our Board of Directors	Case Study
	Achieving the Promise of PROMs	Case Study
	One ACO/Integrated Delivery System's Governance Journey	Case Study
	A Population Health Management Diabetes Case Study	Case Study
Wave 4	Unleashing Data: The Key to Driving Massive Improvements	Education Session
	Supercharge Your Improvement Efforts with Predictive Analytics	Technical Session
	Using Predictive Analytics and Machine Learning to Lower Systemwide Readmissions	Case Study
	Have Data – Need Analysts. Lessons Learned from the Woodworking Industry	Education Session
	Chronic Disease Management Reduces Readmissions	Case Study
	Using Predictive Analytics and Real Time Decision Support to Reduce Harm	Education Session
Wave 5	Unleashing Data: The Key to Driving Massive Improvements (Con't)	Education Session
	How to Advance Beyond 'Regular Data' with Text Analytics	Technical Session
	The Population Health Template: A Roadmap to Drive Successful Health Improvement Initiatives	Education Session
	Perspectives from a CEO and Physician Executives: How Effective Governance Can Drive Sustained Improvements	Education Session
	Getting Operational Leaders on Board to Deliver the Triple Aim	Case Study
	Clinical and Financial Partnership Reduces Denials and Write-offs	Case Study

# Other Notable Experiences

## ○ Already Occurred

- Health Catalyst University 
- Analytics Walkabout
- Product and Services Showcase 
- The Care Management Show 

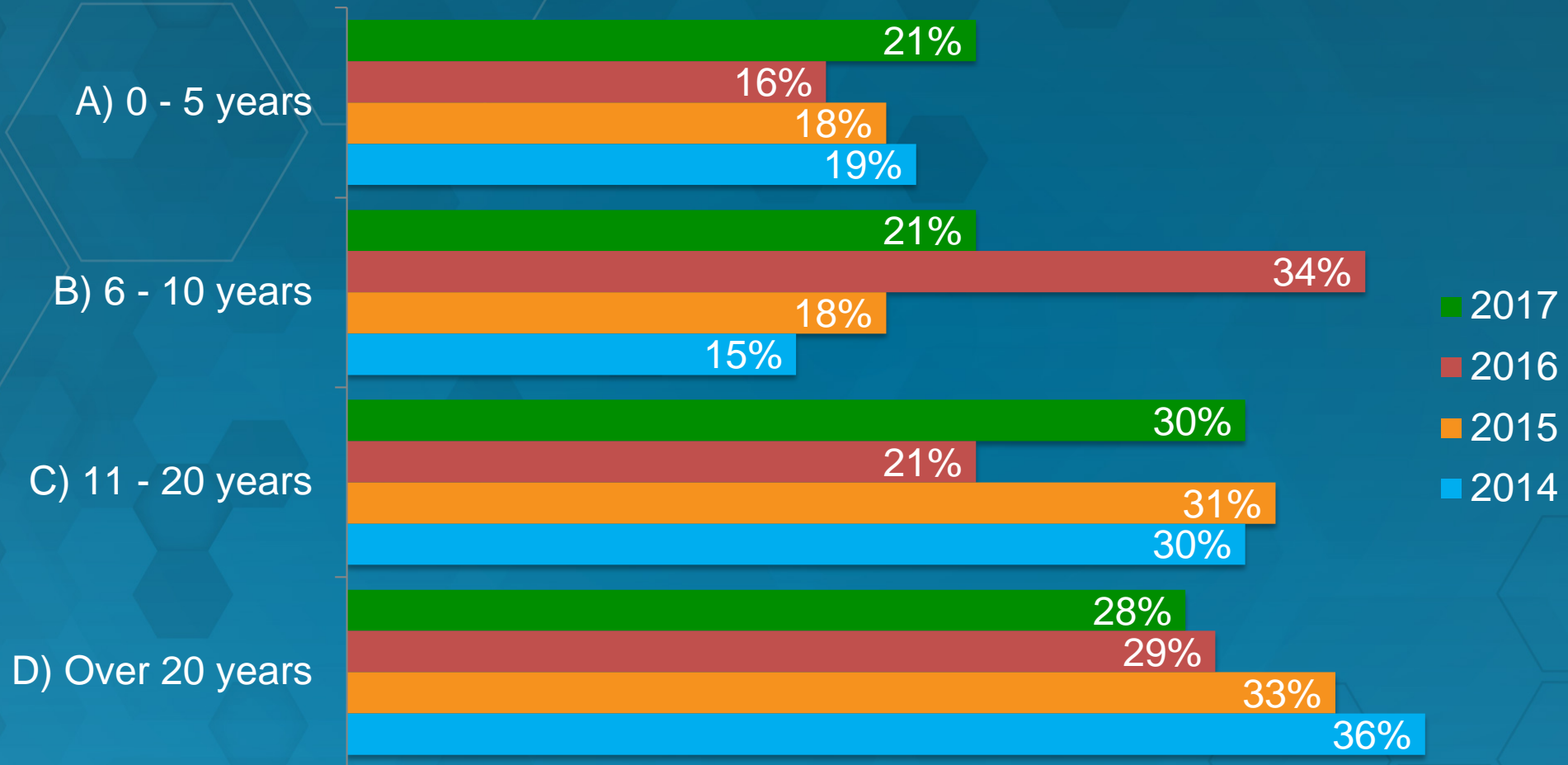
## ○ Events We're Looking Forward To

- Hollywood Squares 
- Spectrum game 
- Downtown Fun Run 
- “Birds of a Feather” Networking Lunch
- “Superheroes” fun and game night 

# Topics

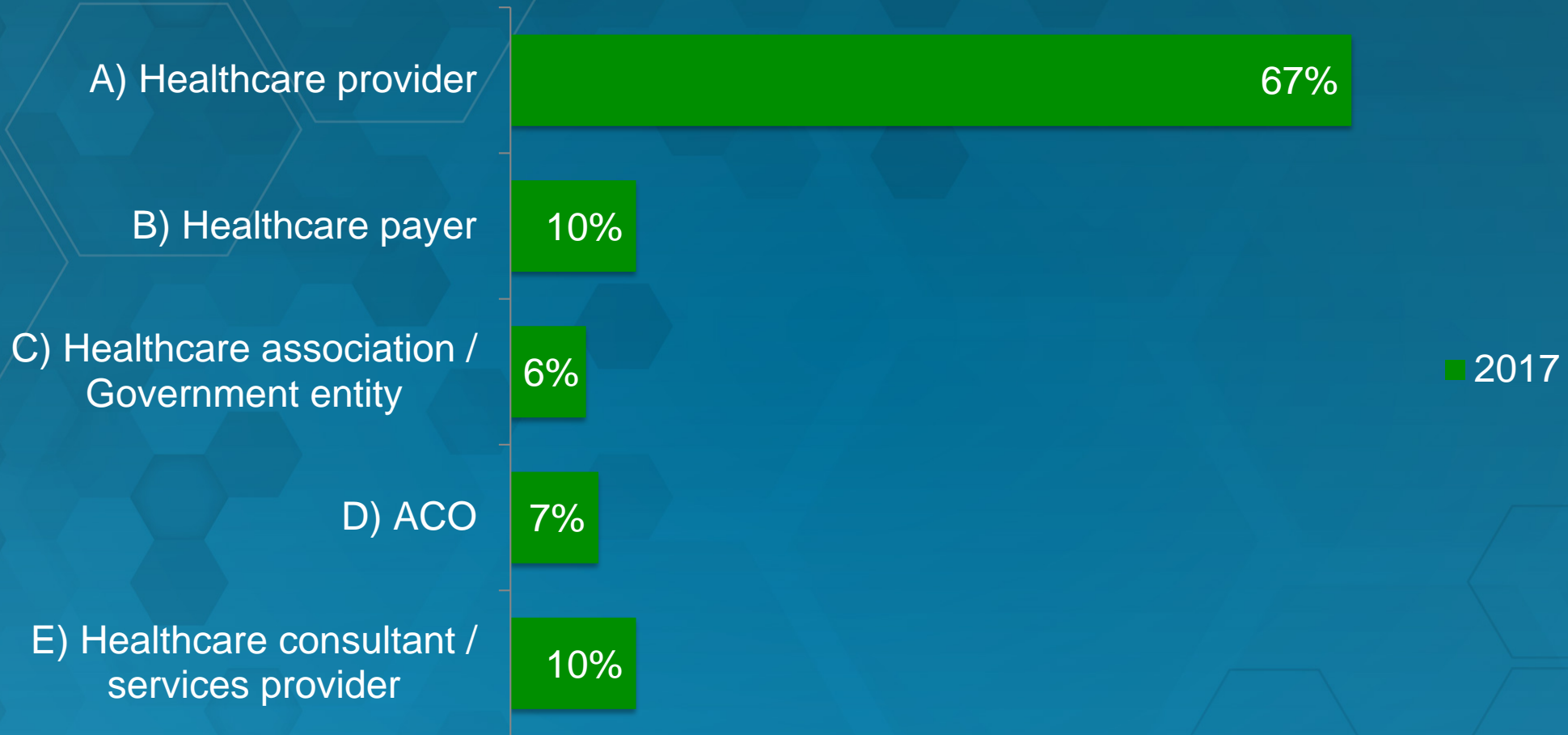
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# How long have you been involved in healthcare?





# How would you best characterize your organization?



# What is your seniority level in your organization?

A) Front line (e.g. analyst, engineer)

23%

B) Mid-level (e.g. manager)

27%

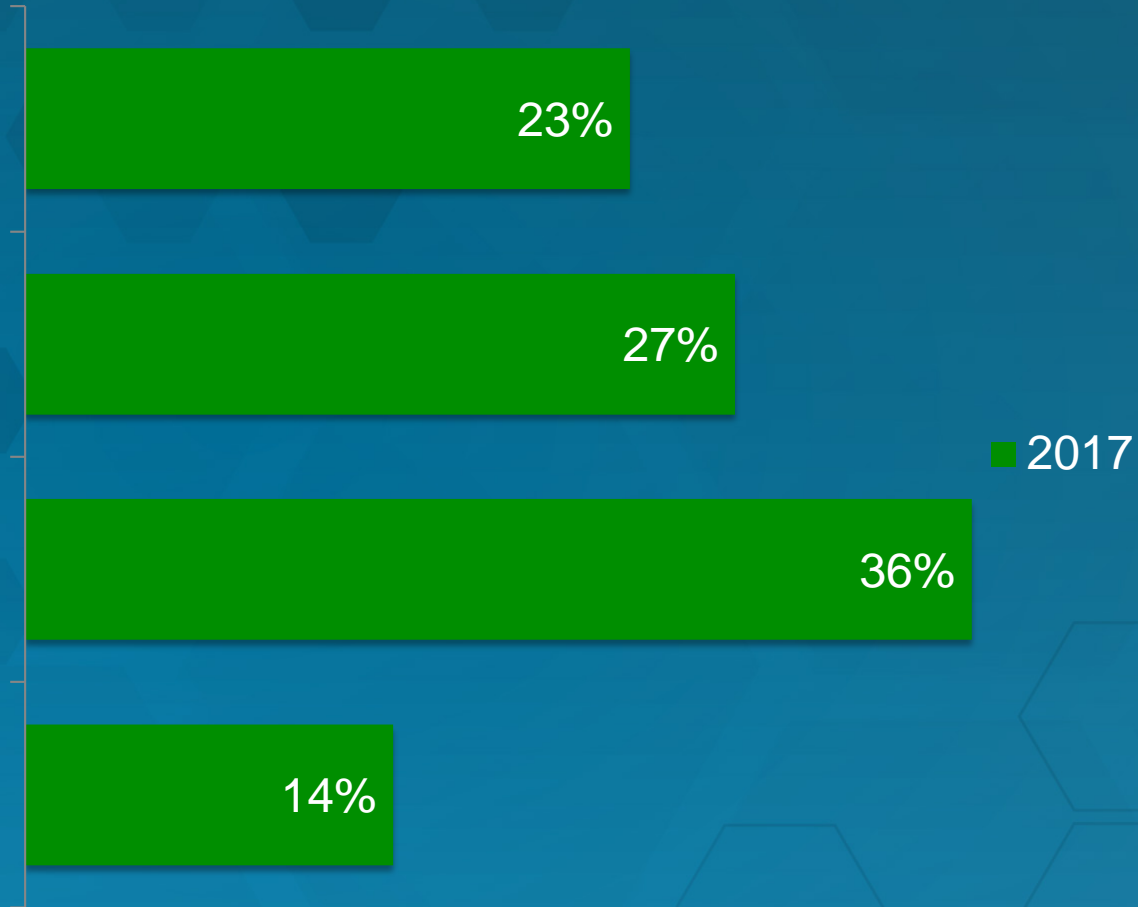
C) Senior (VP, director)

36%

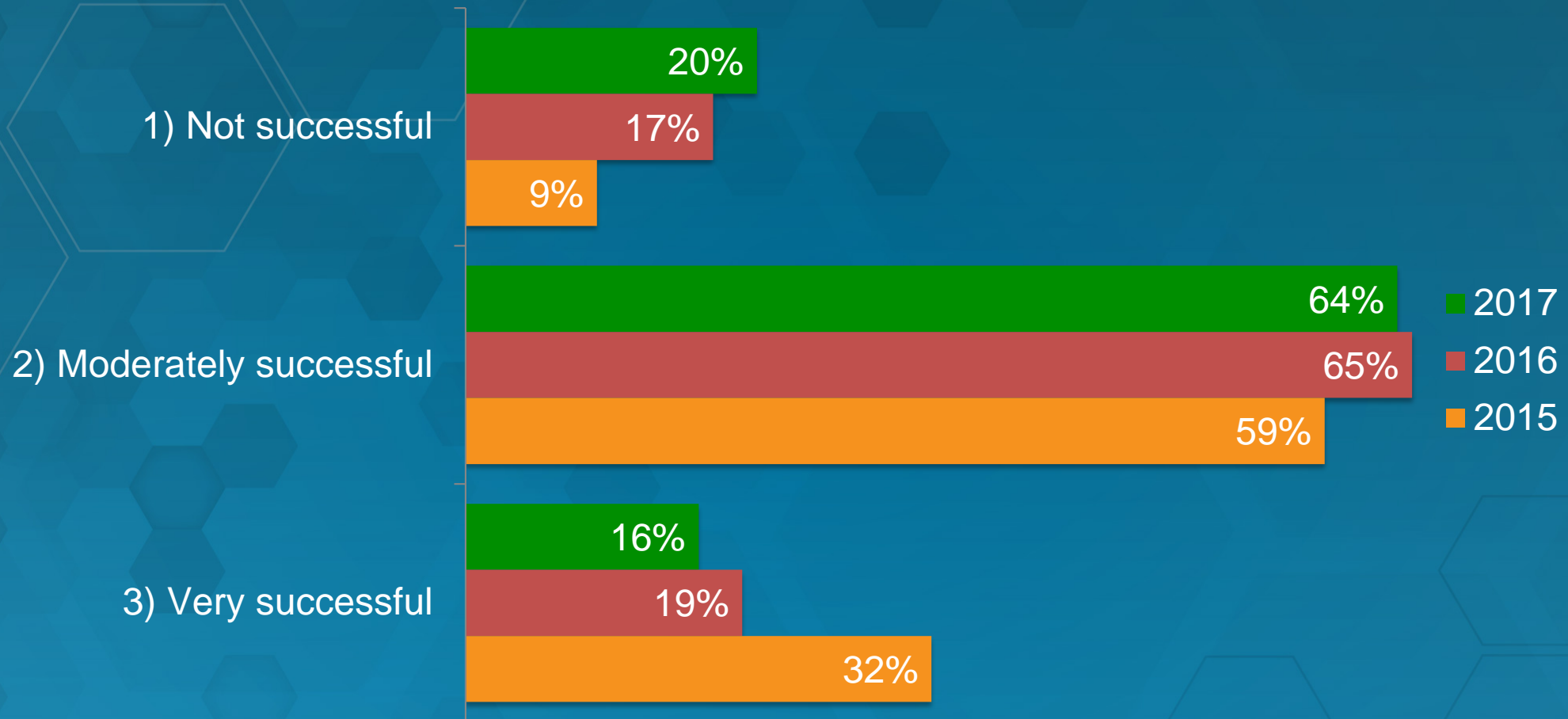
D) Executive (e.g. C-Level, SVP)

14%

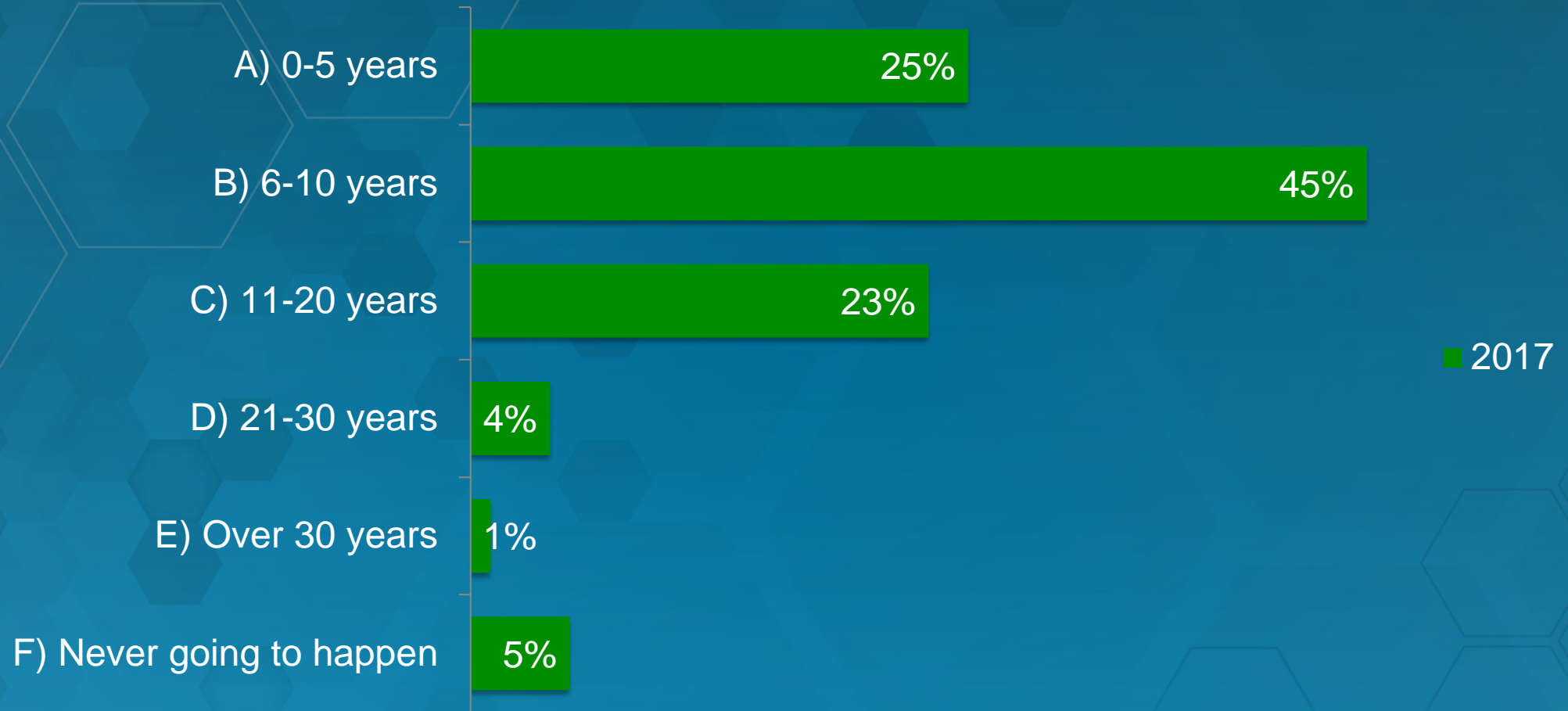
■ 2017



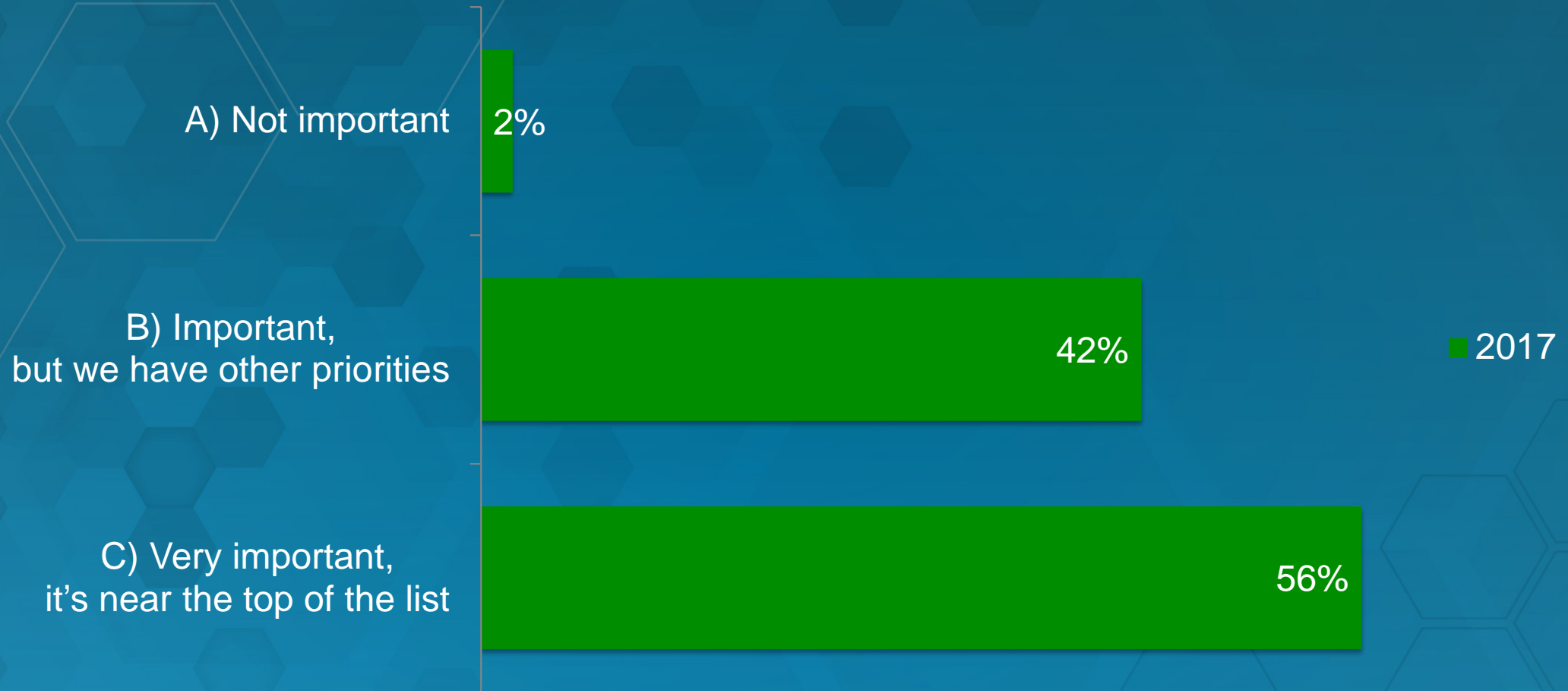
# On a scale of 1 to 3, in your opinion, how successful has your organization's population health initiatives been to date?



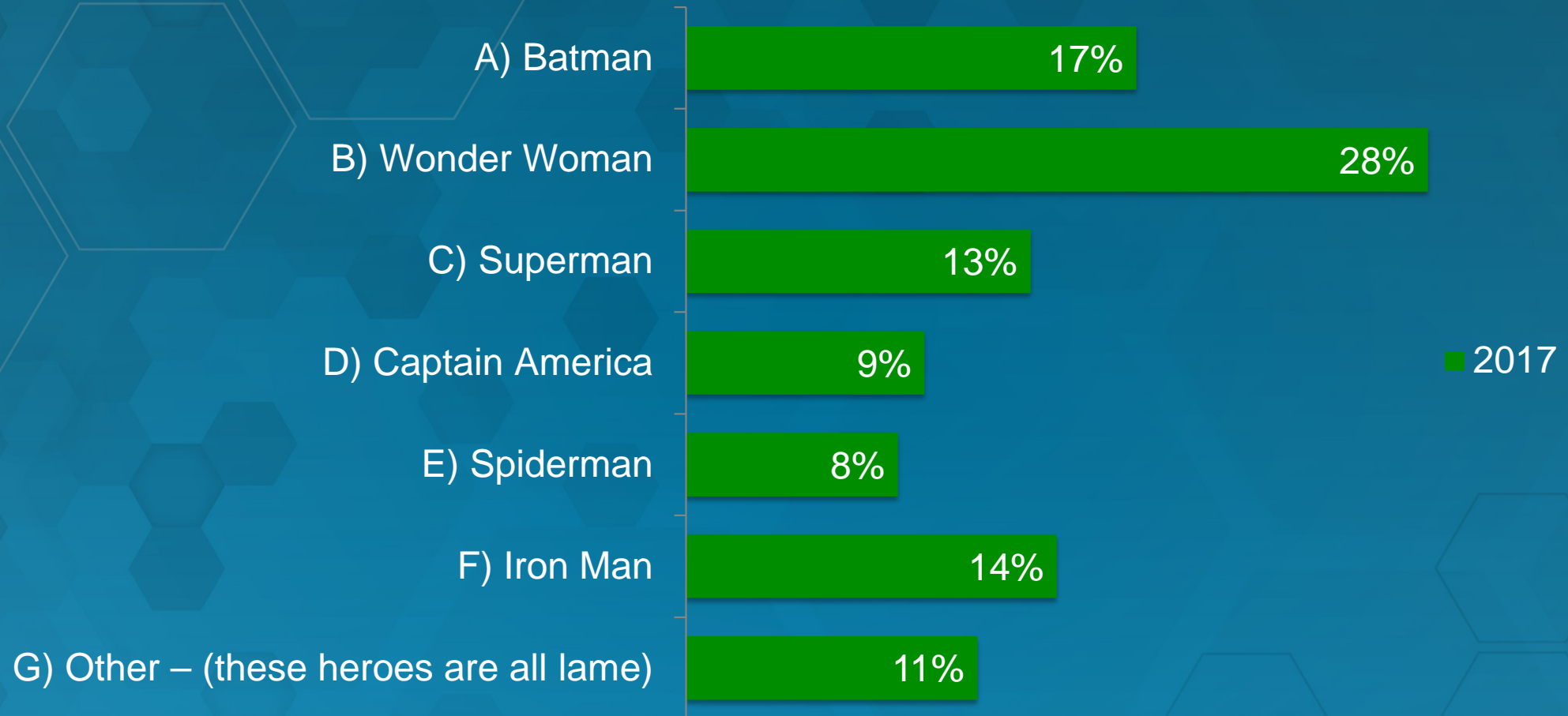
# How many years before you believe that artificial intelligence/machine learning will be fully integrated in to patient care?



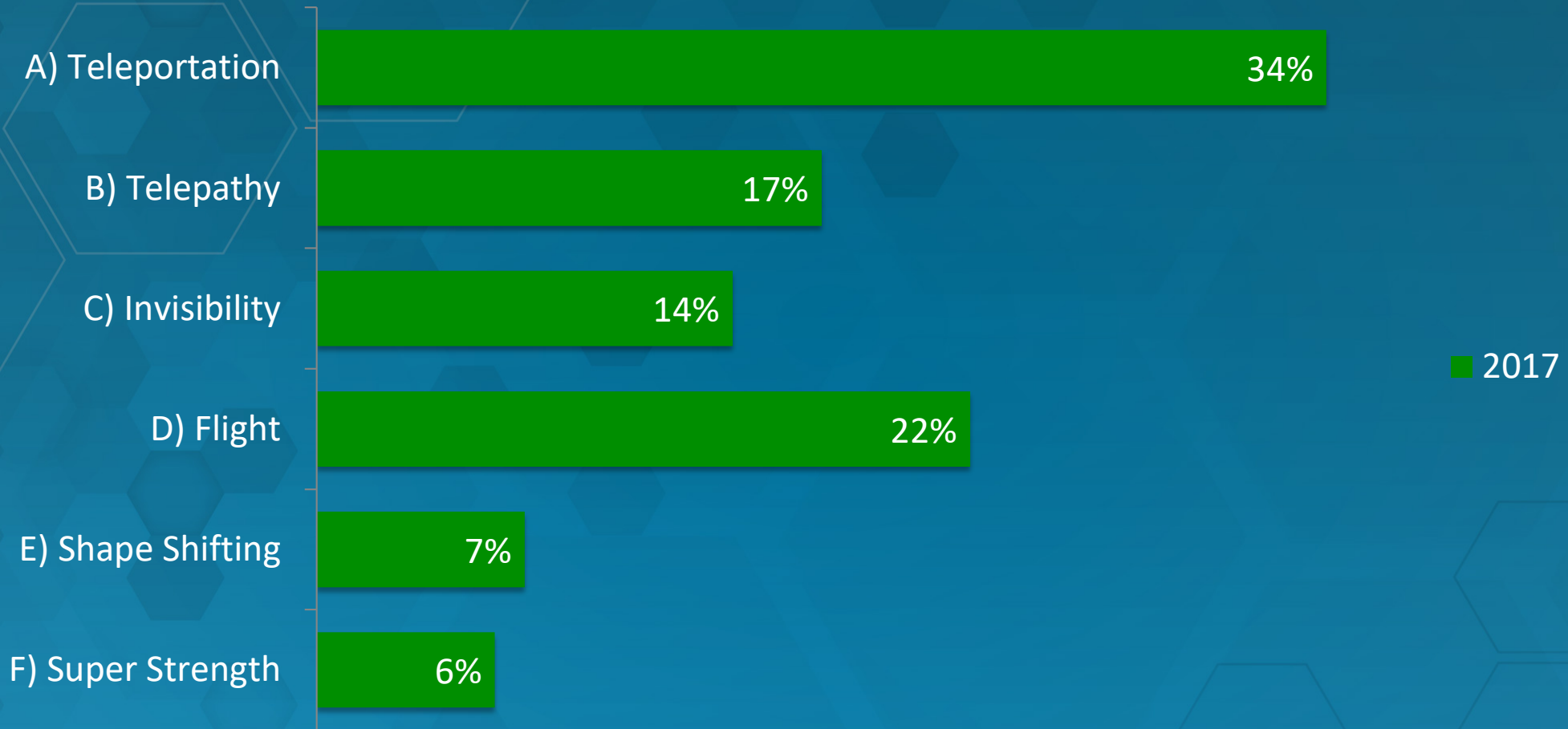
# What is the importance of getting to true costing in your health system vs. other initiatives?



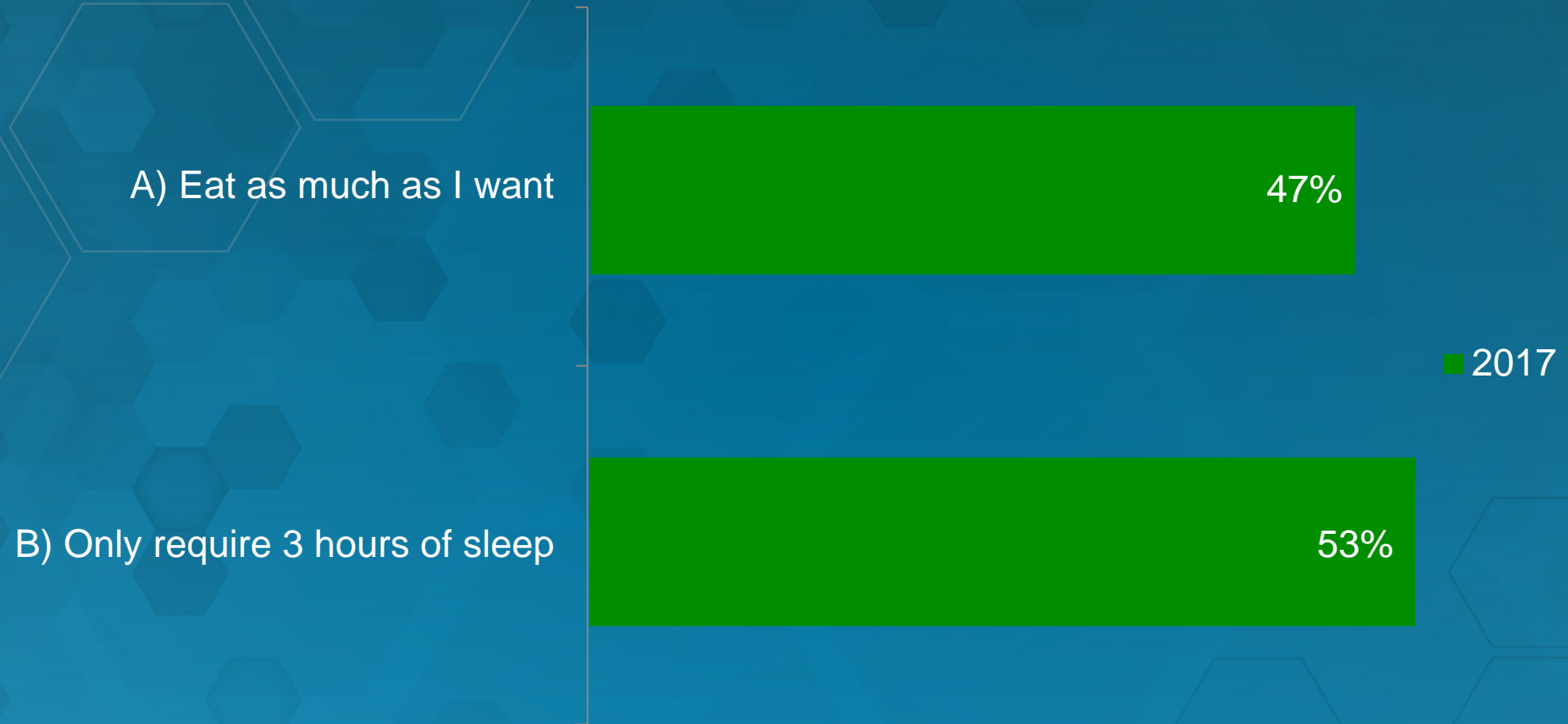
# Who is your favorite superhero in the following list?



# If you could have one of the following super powers, which would it be?



# Would you rather eat as much as you want and never gain any weight, or only require 3 hours of sleep and never be tired?





# Would you rather discover something great and share it with the world, or discover something evil and prevent it from entering the world?

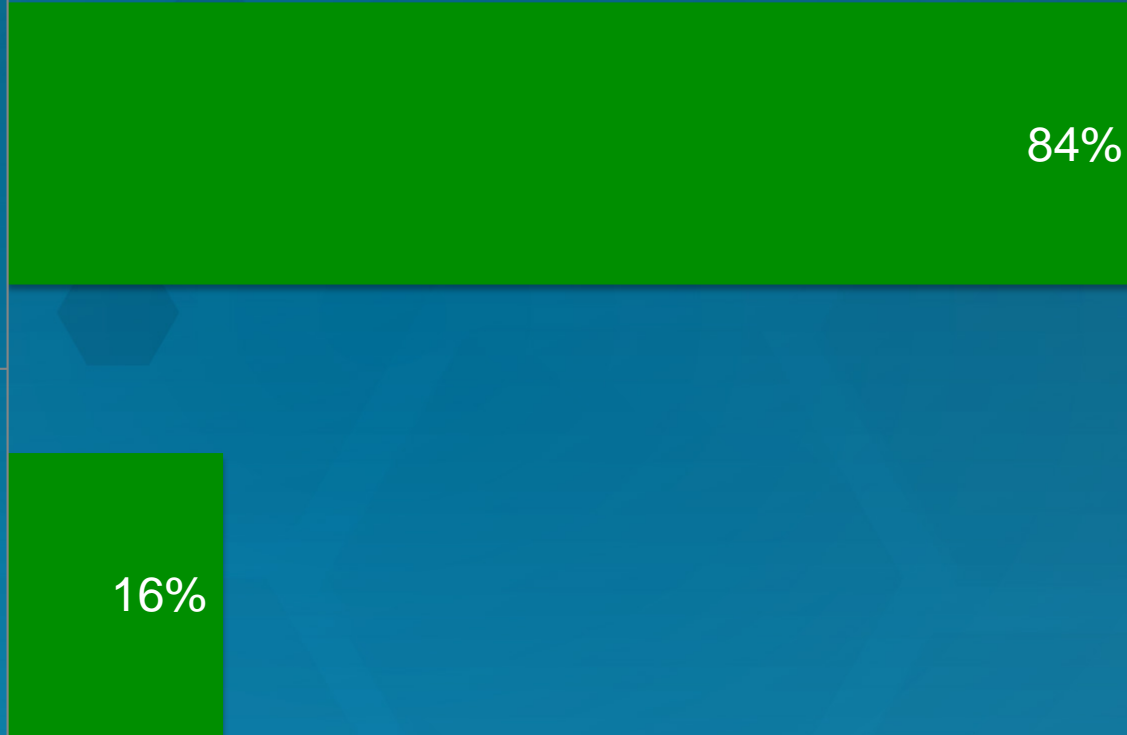
A) Discover something great

84%

B) Discover something evil

16%

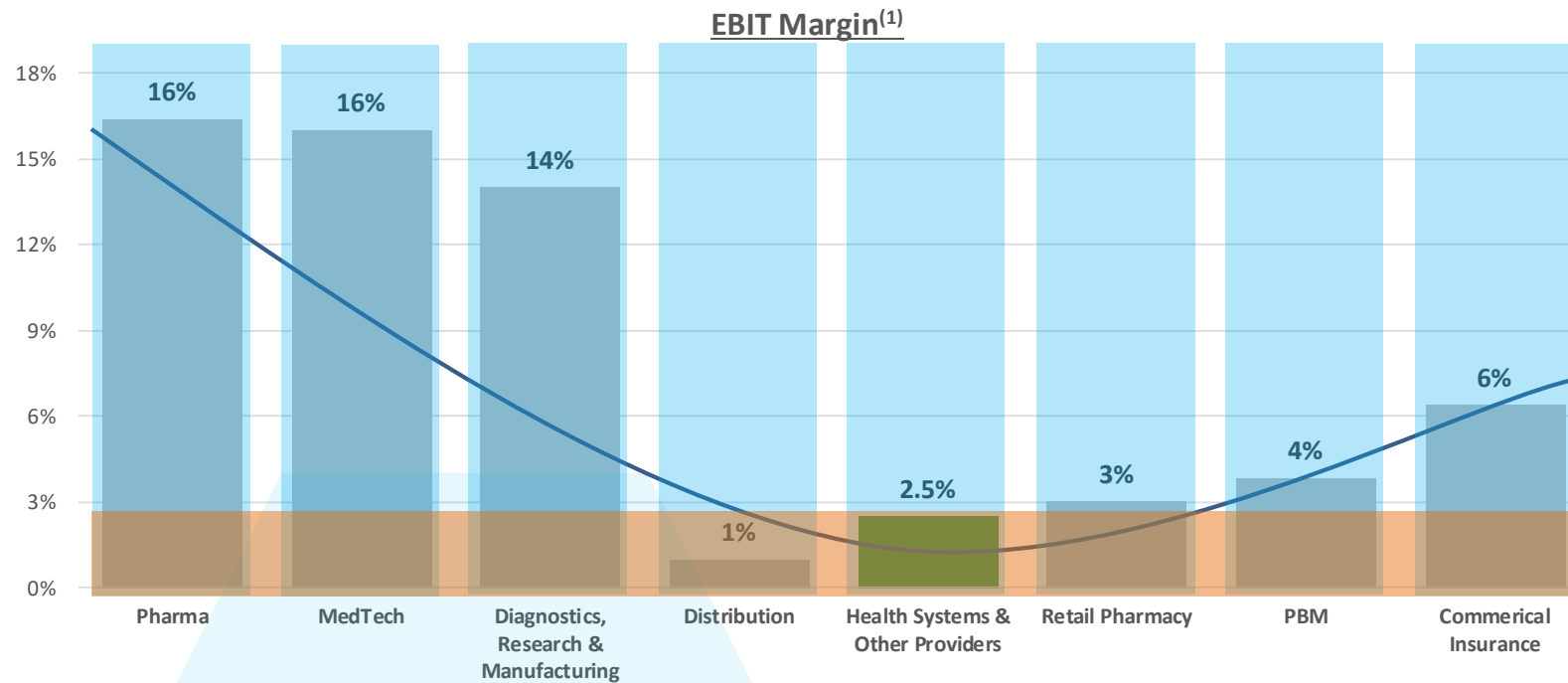
■ 2017



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# U.S. Healthcare Industry Value Chain Profit Pool Analysis



Two Winning Strategic Positions

Focus: Winning position within segments of the system

System: Winning position by operating across the system

<b>Annual U.S. Revenue (\$B) <sup>(1)</sup></b>	\$400	\$150	\$100	\$380	\$1,600	\$300	\$290	\$430
<b>% Total Revenue</b>	11%	4%	3%	11%	44%	8%	8%	12%

(1) Data represents U.S. revenue & operating profit estimates for 2015-2016

(2) 'Pharma' represents the Pharmaceuticals industry; 'MedTech' represents the Medical Technology industry; 'Diagnostics, Research & Manufacturing' represents the Diagnostics, Contract Research Organization and Contract Manufacturing Organization industries; 'PBM' the represents Pharmacy Benefit Manager industry; 'Commercial Insurance' represents all non-government U.S. healthcare payors

Sources: Bain Insights report 'Healthcare 2020'; Moody's Investors Service, 'Preliminary U.S. Not-for-Profit and Public Hospital 2014 Medians: Growth in Hospital Revenue Edges Ahead of Expenses in 2014,' May 2015; 2016 HealthLeaders Media Industry Survey; 'National Health Expenditures 2015 Highlights' report; IBIS World, 'Deloitte Health Insurance Market Overview' report, IMS Institute report, International Trade Administration report, MDM article

# The Challenge

- Healthcare providers experiencing even more stress under healthcare reform risks/uncertainty
- Transition to value-based care is requiring healthcare providers to do more with less, ensuring that improved outcomes are at the center of care
- How can we play a transformative role in changing the trajectory of healthcare?

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## Our Commitment to You

- Focus on innovations helpful to healthcare
- No Health Catalyst sales pitches
- We'll start and end on-schedule
- No long CEO speeches



*Thank you.*