



A health care intelligence business

UHIMSS / UHE Spring Conference

Solving Complex Healthcare Challenges in a
Rapidly Changing Industry

May 21, 2014

Principles of Alliances

Principle 1:

Alliances are ubiquitous in solving complex problems

General Stanley McCrystal



Principles of Alliances



Principles of Alliances



Principles of Alliances



Principles of Alliances

Principle 2: Alliances require common pain

Principles of Alliances– Common Pain



Principles of Alliances – Common Pain



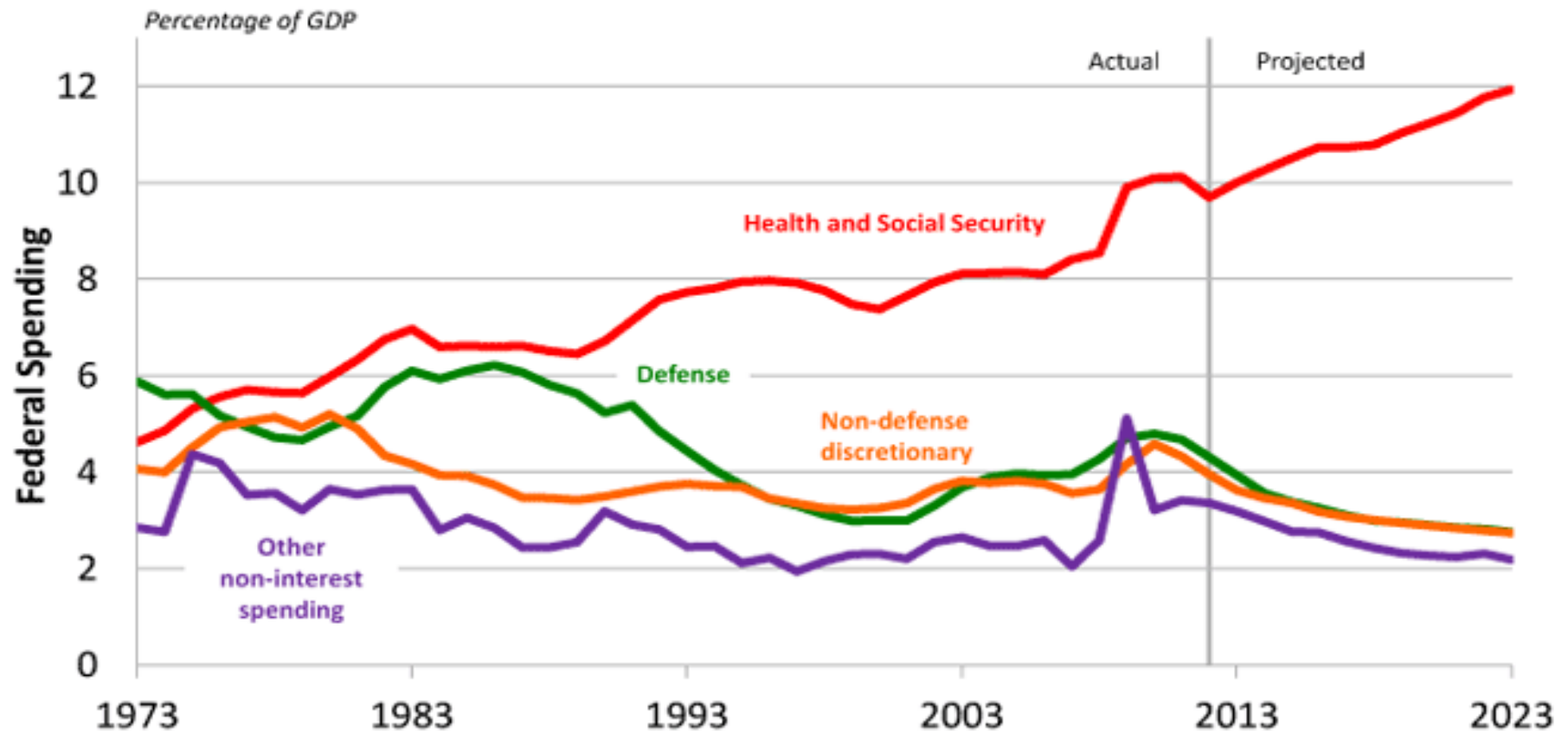
Principle 3:

Alliances increase where there is
uncertainty and pain

The Future of Health Care



Growth of Entitlement Spending



Source: CBO, *Budget and Economic Outlook: Fiscal Years 2013 to 2023*, Feb 2013

The Healthcare Landscape Shift has Begun

Human Compassion



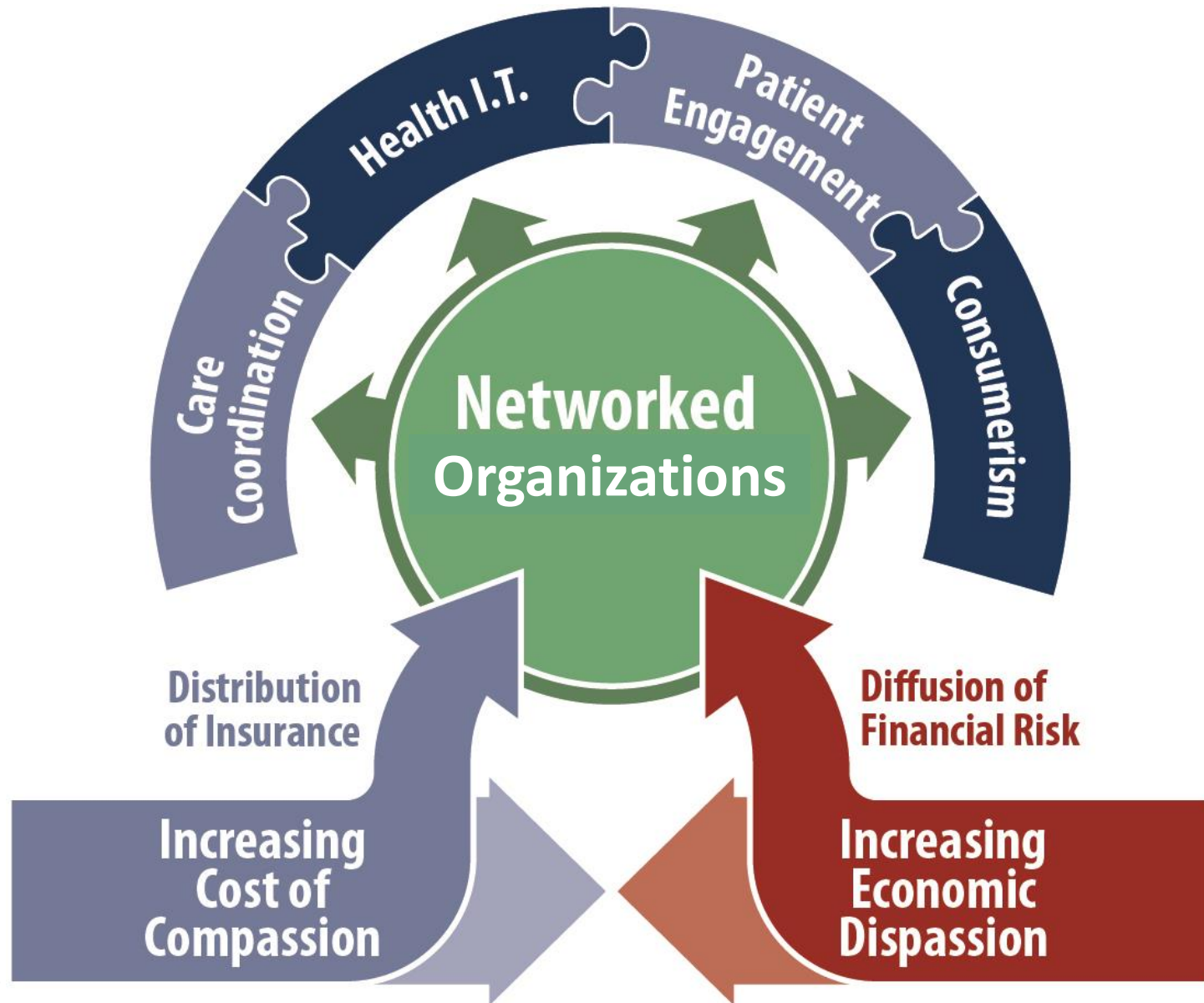
Economic Dispassion



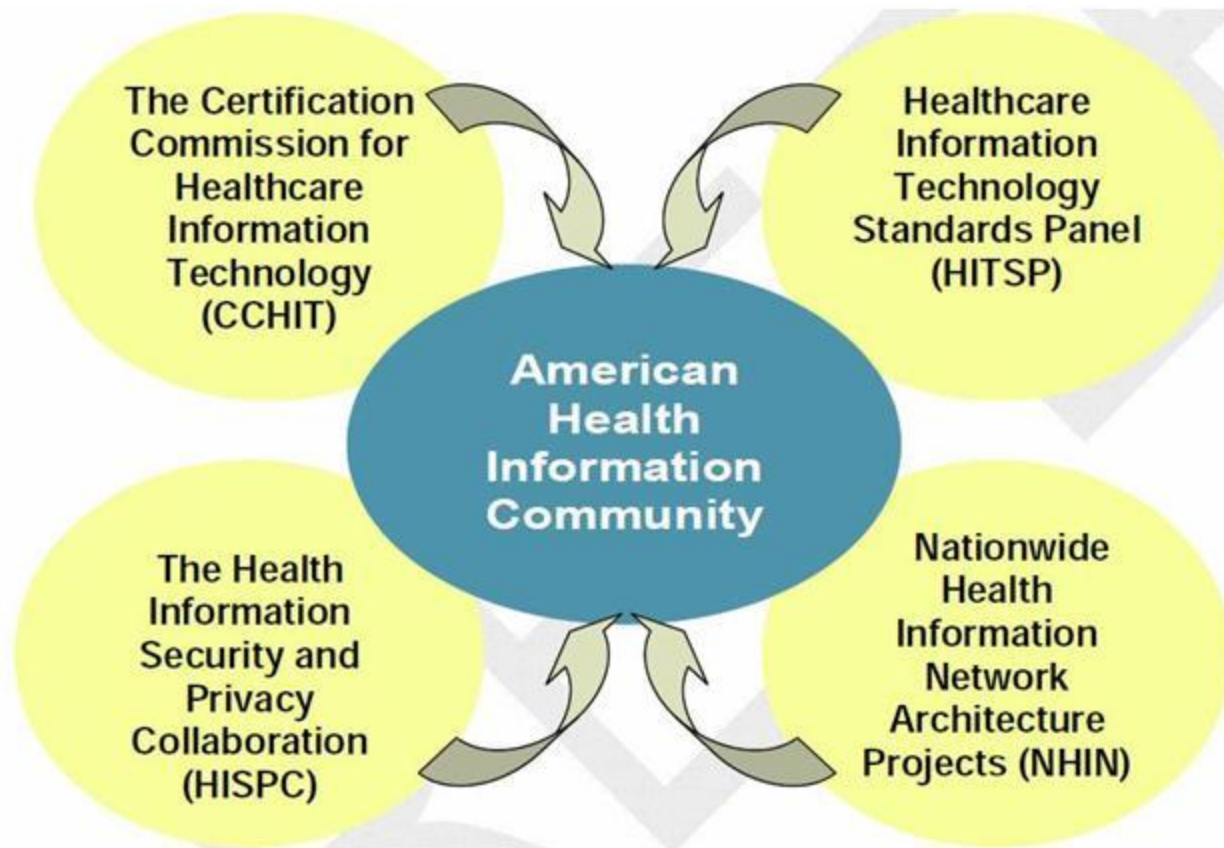
- Social Security
- Medicare
- Medicaid
- Supplemental Security
- CHIP
- Medicare Part D
- PPACA

Debt = \$17.5 trillion (and counting)

A Foundation for Collaboration



Principles of Alliances – HIT Alliances



Principles of Alliances – Alliances are forming

Accountable
Care
Organizations



Principle 4: Alliances require collaborative IQ

Principles of Alliances – Collaborative IQ

Collaborative IQ Traits:

- Empathetic
- Optimistic
- Principle Focused
- Transparent
- Outcome Oriented

Principle 5:

Alliances prosper when the elements of collaboration are followed

Finding Allies, Building Alliance

Elements of Collaboration

1. **Common Pain**
2. **Finding Allies**
 - Convener
 - Leader
 - Representative
3. **Building Alliances**
 - Formal Charter
 - Purpose
 - North-bound Train
 - Common Information Base



Principle 6:

Consensus decision making is essential in successful alliances

Principles of Alliances – Consensus Decisions



Consensus Decision Making

VS.



Majority Decision Making

LEAVITT

PARTNERS

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