A transformational moment in healthcare

The transition from volume-driven to value-driven healthcare is transforming how patient care is delivered and paid for in the U.S. In fact a recent study indicates 65 percent of the U.S. population will be covered under a risk contract in the next five years\(^1\).

As healthcare organizations focus on managing care outcomes, costs and revenues across multiple settings and providers, information technology is playing an increasingly important role in the shift from a volume-driven to a value-based model.

GE Healthcare provides powerful tools and valuable services that help health systems enable data collection and integration across the enterprise to:

- Adapt to government reforms such as the Affordable Care Act
- Thrive in an environment of mixed reimbursement models
- Identify opportunities to drive automation
- Mitigate pressure on financial margins from declining revenue and increasing costs
- Enable realignment of delivery networks to support population health and increased patient demand
Connecting productivity with care

With increased pressure to improve both the quality and cost-effectiveness of care delivery, healthcare organizations need new tools that will enable them to stay profitable in the face of the transforming market landscape. Centricity Solutions for Integrated Care create actionable insight across the healthcare system and the care pathway, enabling better clinical and financial outcomes.

Our Integrated Care Solutions empower providers to transform information into insights – liberating and creating value from data in order to accelerate workflows, streamline processes, and improve analytics capabilities. The result? The organization can enhance clinical and financial outcomes while giving patients a more informed and proactive healthcare experience.

Our vision is to help healthcare providers connect productivity with care through advanced solutions in four key areas.

- **Enterprise Imaging** to enhance diagnostic speed and confidence
- **Care Delivery Management** to make care pathways and clinical outcomes more productive
- **Population Health Management** to lower the cost of treating chronic disease
- **Financial Management** to improve health system profitability

Nearly 40% of providers believe that in three years the majority of their income will come from value-based payments.¹

¹ GE Analysis, OECD, Leavitt Partners
Health system operating margins are under significant pressure. Revenues are flat. Medicare reimbursement is declining. Expenses and waste continue to rise. As the risk of financial viability pushes the business of healthcare to its limits; pressure is increasing to provide patients with greater transparency and a more personalized experience.
Your financial challenges...

- Manage revenue collection operations for both the hospital and ambulatory settings
- Optimize front-end and back-end collections processes
- Consistently generate clean claim rates above 90%
- Streamline processes to improve volume and reduce A/R problem

Consistently generate clean claim rates above 90%

“Within a month of project kickoff, we were able to reduce our manual payment posting by over 50 percent, saving us a minimum of two FTEs of effort. Our monthly, focused ‘KPI’ reviews give us great insight into how elements of our operations are doing and where our biggest opportunities exist.” — Petra Hallermann, Director of Program Management, Schumacher Group Medical Billing

...drive our priorities

To meet the evolving demands of this high-risk environment while maintaining financial performance, GE Healthcare can help health systems and provider organizations focus on strategies that meet or exceed four key market trends:

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<th>Delivery Reform</th>
<th>Manage Margins</th>
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<tr>
<td>• Enable coordinated care delivery and greater transparency</td>
<td>• Improve cost to collect</td>
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<td>• Improve patient experience and engagement$</td>
<td>• Reduce A/R days</td>
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<td>• Improve clinical workflows across the enterprise</td>
<td>• Facilitate efficient claims processing</td>
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<td>• Manage financial performance amidst consolidation</td>
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<th>Payment Reform</th>
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<tr>
<td>• Manage risk from payers to providers</td>
<td>• Achieve data integrity across clinical and financial systems</td>
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<td>• Consolidate patient financial obligations across the care continuum</td>
<td>• Effectively manage patient benefits</td>
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<td>• Prepare for new reimbursement models</td>
<td>• Reduce revenue leakage due to out-of-network referral</td>
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<td>• Profitably execute on risk-based contracts</td>
<td>• Coordinate care across the continuum</td>
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$ As measured by the Hospital Consumer Assessment of Healthcare Providers and Systems (HCAHPS) to help retain patients
Reform ready. Right now.

Whether in the hospital setting, the ambulatory setting, or both, GE Healthcare can assist your organization with innovative strategies, technologies and services to help you meet the challenges facing your organization today – and tomorrow.

Deliver solid patient outcomes in the face of change
Adopting new care delivery models focused on value rather than volume of services requires a clear focus on delivering patient outcomes. Achieving stronger patient outcomes while also maintaining or improving financial performance requires seamless integration and collaboration across the enterprise between clinical and financial functions.

Connect data across the enterprise for greater insights into patient populations
A consolidated view of all hospital and professional financial data enable greater control of your billing processes while reducing redundancies and improving efficiencies. Immediate access to enterprise-wide revenue cycle information in a combined business office provides a more comprehensive view into a patient’s financial record so you can solve problems faster and provide enhanced customer service.

Take on more risk without compromise
To successfully manage that risk, you need healthcare IT solutions to ensure that your patient populations receive high quality care at a desired cost. Strong financial and utilization management is vital to achieving this goal. Our Financial Management tools give healthcare organizations the flexibility to manage risk-based contracts – from shared savings to global capitation. Integrating with your current business processes, this technology solution automates administrative functions associated with managing risk-based claims, monitoring utilization and reimbursements, and coordinating care.

Access relevant data to manage margins and drive profitability
GE Healthcare has been in the business of helping clients accelerate revenue reimbursement and improve profitability for 40 years. Our strong financial management solutions deliver powerful analytics and metrics that help drive actionable insights.

Baystate Health in Massachusetts reduced billing lag time by 69%
University of Missouri Health decreased days in A/R by 58%
WESTMED reduced their cost to collect to <4%
Saint Francis Health System increased upfront collections $12M +$2M
Services that make technology work for you

Leveraging our experience in serving the healthcare industry, our professional services delivery teams focus on making the technology relevant in your operational environments. Our portfolio of advanced services is designed to increase usability, enhance performance and productivity, and optimize your solution’s return on investment. In short we make technology work for you, so you can focus on delivering care.

Together, these robust partnerships and strong internal resources create a strong collaborative ecosystem to bring you the best in software, hardware and services while optimizing your total cost of ownership.

Software-enabled solutions from GE Healthcare have helped clients achieve the following financial and operational improvements:

- Tripled point of service collections within the Emergency Department in one year³
- Recovery time on 5-7 FTEs within 8 months and reductions in the cost of rework associated with managing denied and rejected claims⁴
- Improved top line revenue performance on the order of $1M annually⁵

Partnering to enhance the value of your investment

In addition to software and services, strong partnerships are a critical ingredient in our portfolio. Our network is more than 100 partners strong, representing expertise and thought leadership in technology development, joint ventures, system integration, and go-to-market solutions. We also leverage the power of our internal networks across GE, such as Healthcare Financial Service offerings from GE Capital so that we can provide health systems with flexible and creative financing options so that they can focus on achieving strategic priorities.

“Our relationship with GE is extremely important to our accountable care solutions. We have consistently moved with GE and they have allowed us to grow as an organization. As we have wanted to be in front of the curve, GE has been there at our side pushing the frontier of new ideas and new information.”

Simeon Schwartz
CEO
WESTMED Practice Partners

³ Glens Falls Hospital
⁴ Schumacher Group Medical Billing
⁵ St. Vincent Health
GE Healthcare provides transformational medical technologies and services that are shaping a new age of patient care.

Our broad expertise in medical imaging and information technologies, medical diagnostics, patient monitoring systems, drug discovery, biopharmaceutical manufacturing technologies, performance improvement and performance solutions services help our customers to deliver better care to more people around the world at a lower cost.

In addition, we partner with healthcare leaders, striving to leverage the global policy change necessary to implement a successful shift to sustainable healthcare systems.

Imagination at work