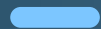
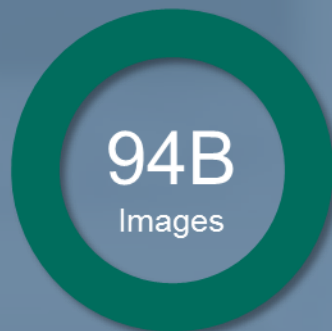


Interoperability Overview



Meeting with [Customer Name]
[Date]



Critical Challenges

Contain Costs

64% of radiologists' time is spent on non-interpretive tasks.¹

Provide Quality Patient Care

Organization's top 3 priorities include patient & quality of care.²

Secure Patient Data

Over 66% of all medical records have been compromised.³

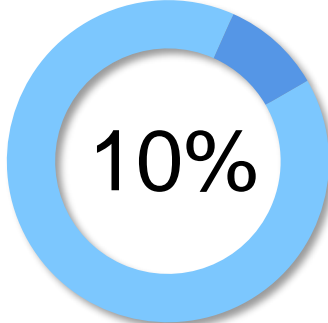
Source: ¹ The Effects of Changes in Utilization and Technological Advancements of Cross-Sectional Imaging on Radiologist Workload, July 22, 2015.

² The Institute for Mergers, Acquisitions and Alliances (IMAA), 2016, US M&A Deal Value By Sector 2000-2015

³ 27th Annual HIMSS Leadership Survey (2016)

Challenge #1

Contain Costs



in cost cuts are required over the next decade for Health systems to survive



Source: Nicole Cafarella Lallemand, Health Policy Brief, July 2016

Challenge #2

Provide Quality Patient Care



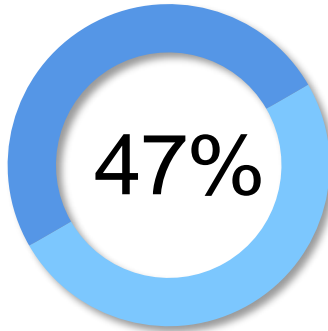
7 days, on average, patients have to wait for their imaging procedure



Source: Sruti Nataraja and Erin Lane, The Advisory Board, "Why Improving Access is a Win-Win for Imaging Patients and Providers", March 2017.

Challenge #3

Secure Patient Data



of Healthcare organizations experienced a cyber attack between 2015 - 2017



Source: Elizabeth Snell, HealthIT Security, "Cybersecurity Attacks Hit 87% of Organizations in 2016", July 2017

How can providers chart a better path forward?

Contain costs by consolidating disparate image repositories into a central archive

Provide quality patient care by making images more readily available so that a more rapid diagnosis can be made

Secure patient data by reducing the number of interfaces and systems data must travel through that are at risk for a breach



Contain Costs

Minimize Storage Footprint

Create one enterprise-wide archive that integrates with multiple clinical specialties

Maximize Your EHR Investment

Image-enable your EHRs to make longitudinal data available whenever and wherever needed



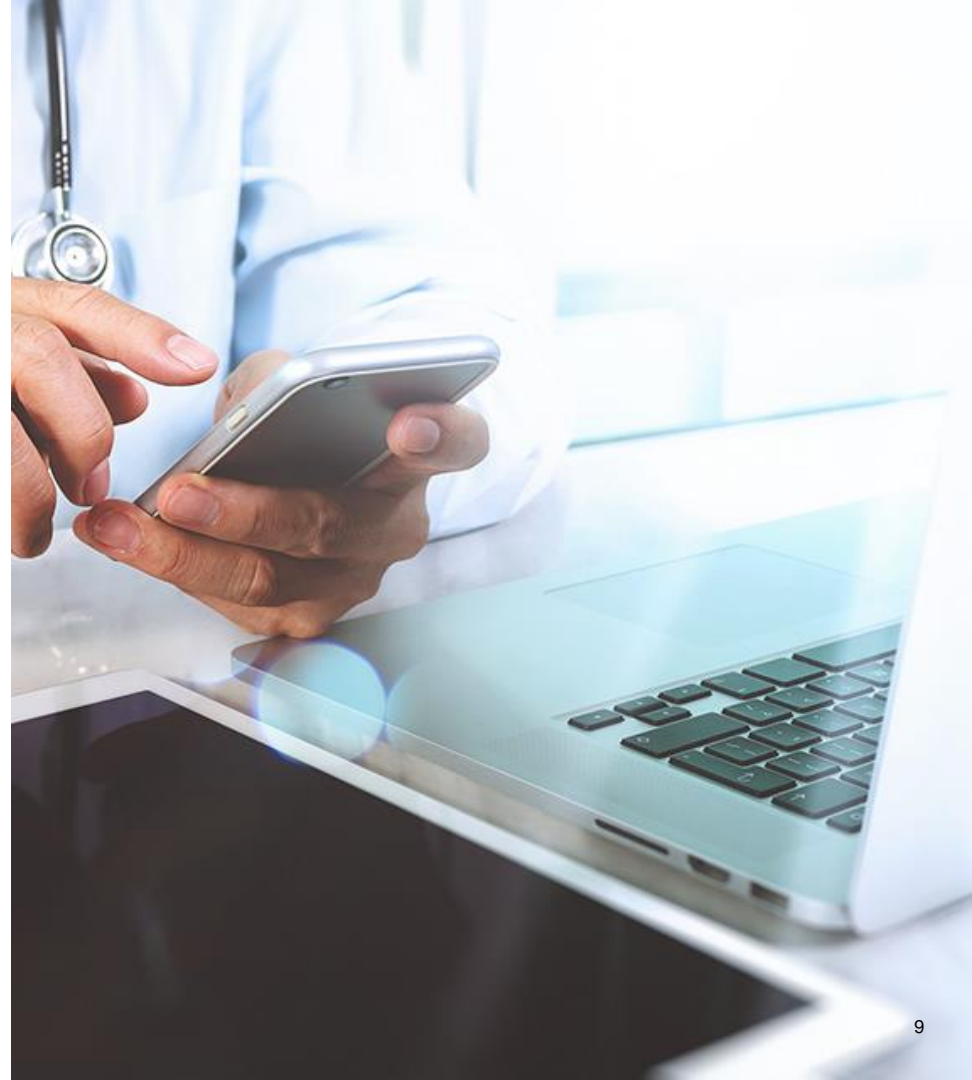
Provide Quality Patient Care

Create Universal Access

Provide universal access to images across the enterprise, creating one 'version of the truth' for more efficient patient care

Connect Care Teams and Locations

Quickly share and exchange images among care teams and locations quickly through a zero-footprint viewer



Secure Patient Data

Secure Images in a Centralized Environment

Safely store images in a vendor neutral archive and reduce the risk associated with storing patient information in multiple systems

Safeguard Protected Health Information

Protect dynamic, distributed and in-demand data by consolidating it within a single IT department



How can **Watson Health** Help?

Contain Costs

with a single vendor neutral archive solution

Provide Quality Patient Care

for patients and physicians by simplifying image sharing between departments or facilities

Secure Patient Data

within a single IT department to create a secure environment



Thank You!

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