

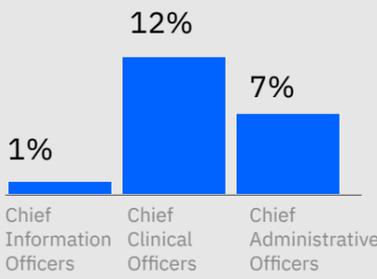
# Six steps on the road to value-based health

Perspectives from US providers and health plans

## 1. Break down silos to build support for analytics

All leaders are aligned on the value of analytics but further effort is needed to close the administrative burden gap.

Some clinical leaders feel that analytics will add administrative burden:



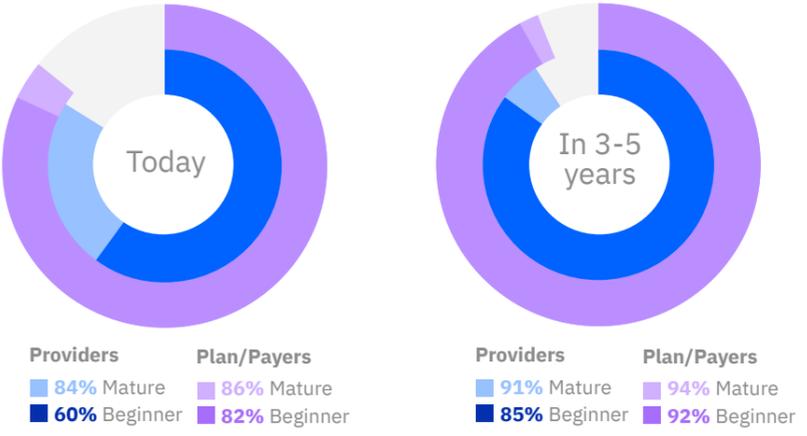
But overall, Chief Information Officers, Chief Clinical Officers, and Chief Administrative Officers believe analytics will:



## 2. Consult the consumer

Consumers are an integral stakeholder today—and the stakeholder that will most positively impact tomorrow's healthcare ecosystem.

Executives believe that consumers/patients are the number one stakeholder in the value-based care ecosystem.



*Mature: Organizations that self-define as further along in their transition from volume- to value-based care.*  
*Beginner: At the beginning of their transition to value-based care.*

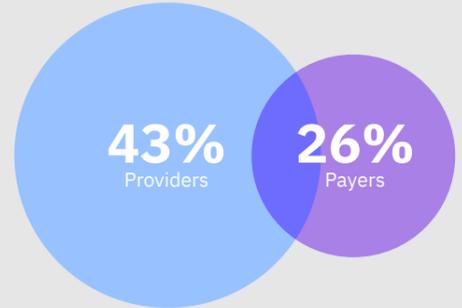
## 3. Connect the value equation

Today, we see differences in the approach to optimize value. Providers focus on quality while lowering costs simultaneously. Payers focus on lowering costs without negatively impacting quality. In the future, both bringing their expertise in quality and cost-savings should deliver value at the highest level.

### Value = Quality/Cost

The first priority of commercial health plan leaders is to lower costs in a way that does not negatively impact quality and drives value.

Is your organization's approach one in which you focus on improving quality and lowering costs simultaneously?



## 4. Deliver faster results, drive greater value

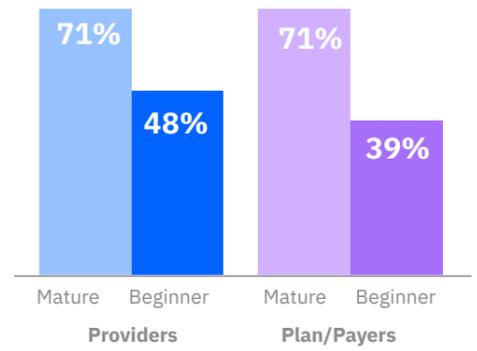
“Analyzing data on quality, costs, and utilization allows us to identify opportunities to improve care and lower costs.”

CFO, Healthcare Plan/Payer, US

Mature leaders are investing more heavily than their beginner peers in technology to increase efficiency, such as advanced analytics that drive insights from their data.

They are adept at pivoting employee skills quickly and taking analytics from the back room to the front line.

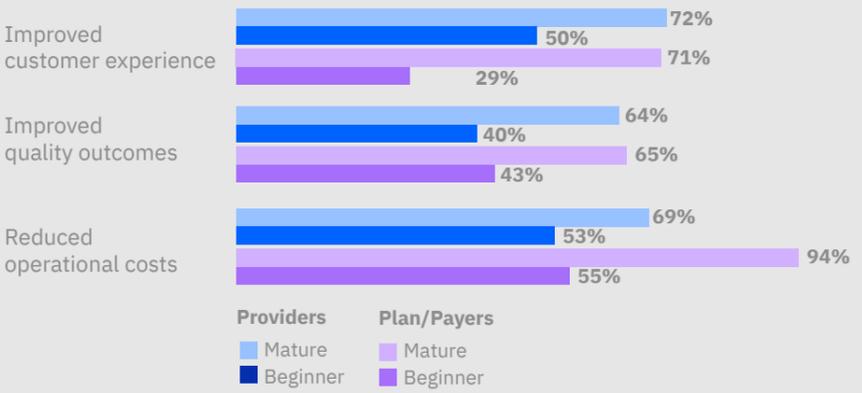
To what extent do you plan to invest in advanced analytics to drive insights from data in the next 3-5 years?



## 5. Embrace automation

Automation enhances patient experience and outcomes, factors that have been associated with clinician satisfaction. This could potentially help with clinician burnout.

Mature leaders value the benefits of increased automation both inside and outside their organizations.



## 6. Overcome innovation barriers

Build out the ecosystem to overcome interoperability issues and reliability of technology to drive value-based health.

The biggest challenge for leaders of Provider organizations was interoperability across the ecosystem of partners.

- 1 Interoperability across the ecosystem
- 2 Reliability of technology
- 3 Adequate skills in the workforce
- 4 Unproven or untested technology
- 5 Regulatory approval

Value-based health focuses on the determinants of health, rewarding stakeholders for the effectiveness of health outcomes. It requires the capture, aggregation, and analysis of local and regional data to uncover value.

Check [ibm.co/ibv-healthcare](http://ibm.co/ibv-healthcare) for our full report on value-based health in Q3 2019.