

The Journey to Continuous Health

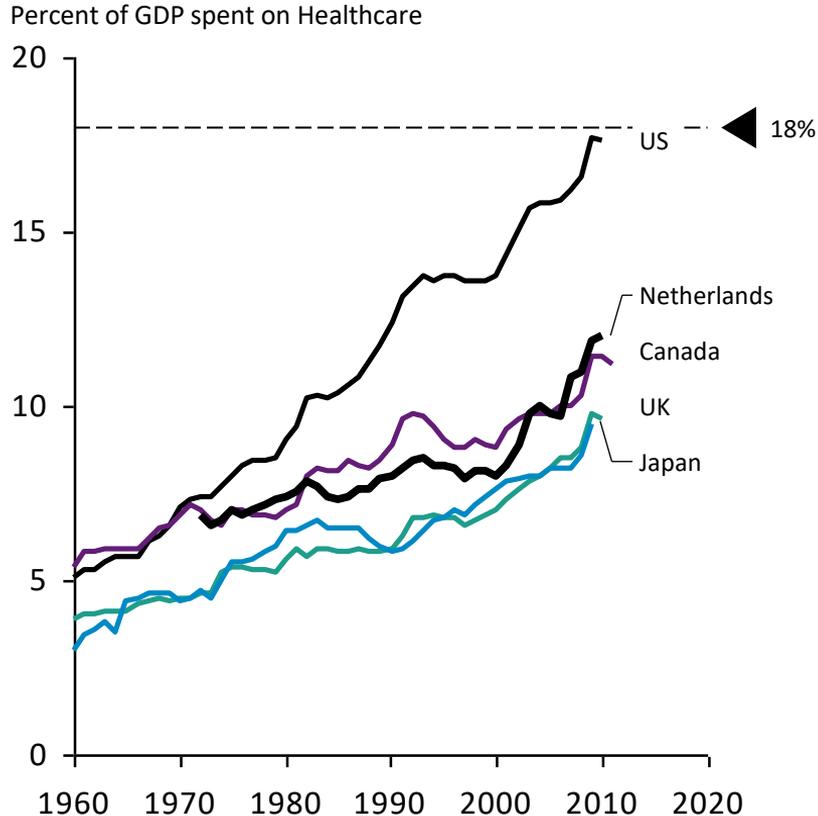
A perspective on population health management

Manu Varma

Business Leader, Philips Wellcentive and Hospital to Home

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Costs have risen dramatically over last 40 years



While Healthcare costs have risen globally, US has been a standout over the last 40 years

- US healthcare costs dramatically higher than other economies
- Associated facts:
 - From 2000-2011, 91% of costs driven by increase in prices, not volume
 - Employment-based market structure means rise in healthcare costs displaces wage growth
 - As much as 30% of spend believed to be waste

The technology industry has generally helped increase these costs



All that data – what can we do with it?



- Technology captures more data at more locations across the health continuum
- Must be a purpose beyond informatics and analytics (the data hole)



- Measure to manage, but what actually matters?
- Of 1958 measures tracked by the quality management clearing house, only 139 (7%) are actual health outcomes



- The right data = the right focus
- Payer-provider collaboration creates actions
- We are beginning the journey from science to business impact

Historical focus (Episodic)



Spend on
Medical
Services

88%

Healthy Behaviors 4%

Other 8%

What makes us healthy?



Access to care 10%

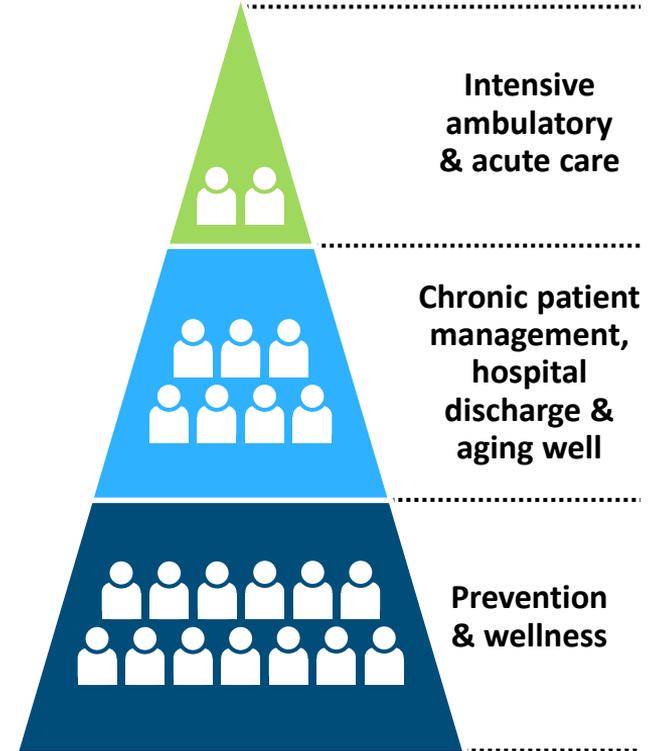
Genetics 20%

Environment 20%

Healthy
Behaviors

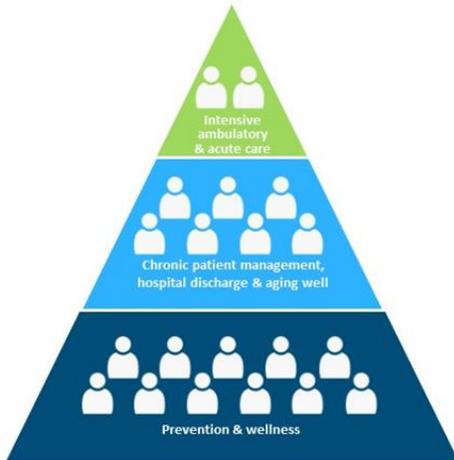
50%

Value-Based Care (Longitudinal focus)

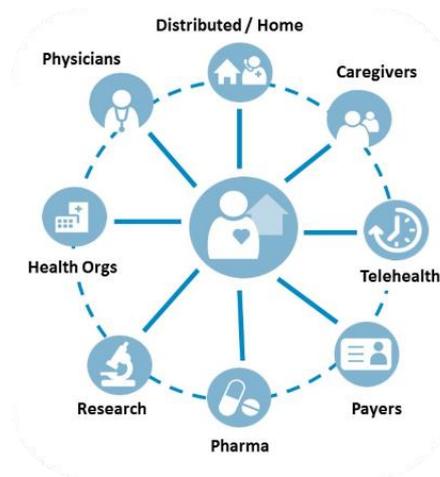


Managing populations and risk

Targeting “Who” *Analytics*



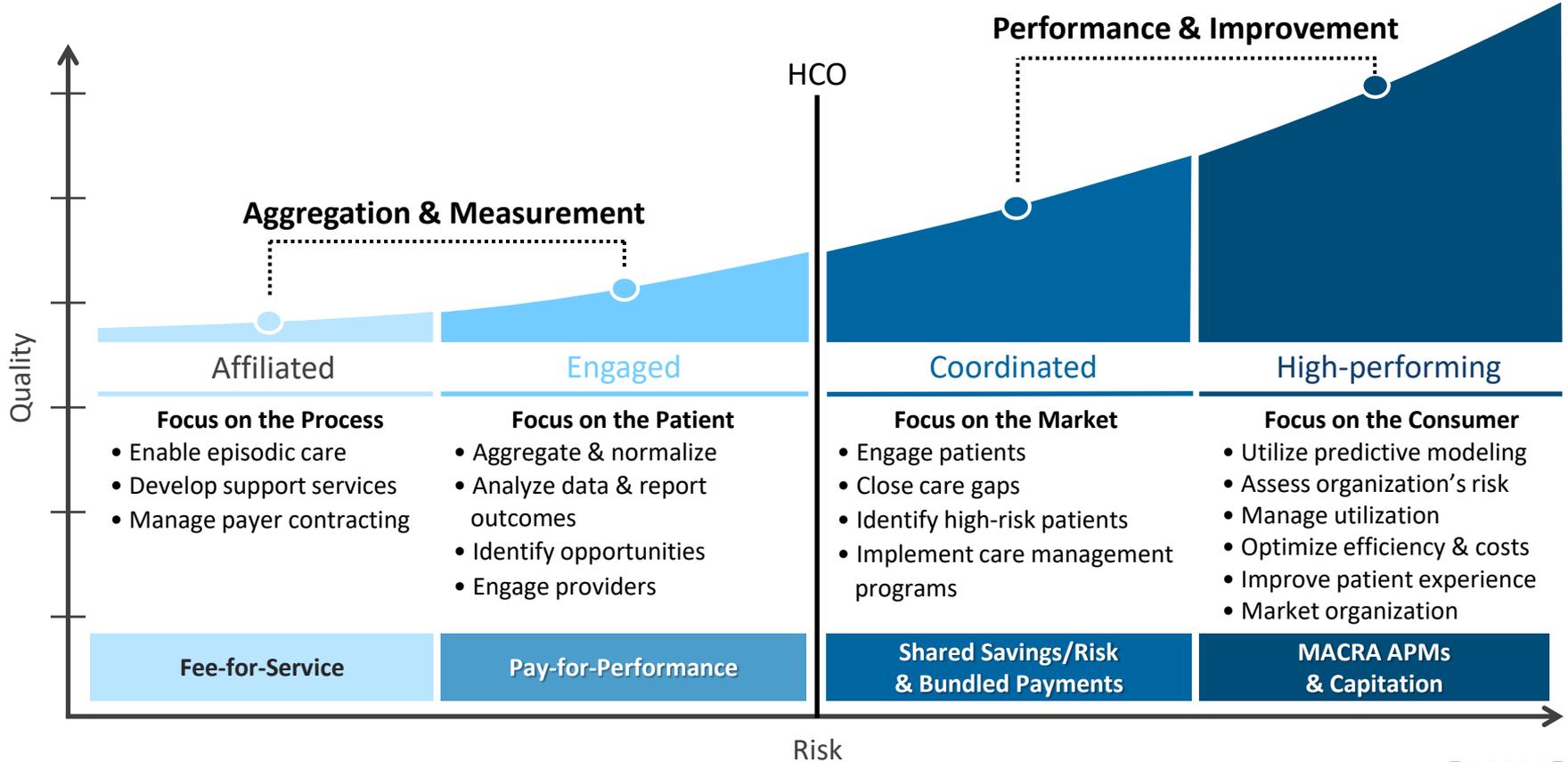
Targeting “Where” *Connectivity*



Targeting “How” *Continuous Health*



A stepwise approach to transformation



Philips Wellcentive - What we bring

120K

Managed populations

1.5B

Monthly data point

750M

VBR

35M

U.S. patients

50

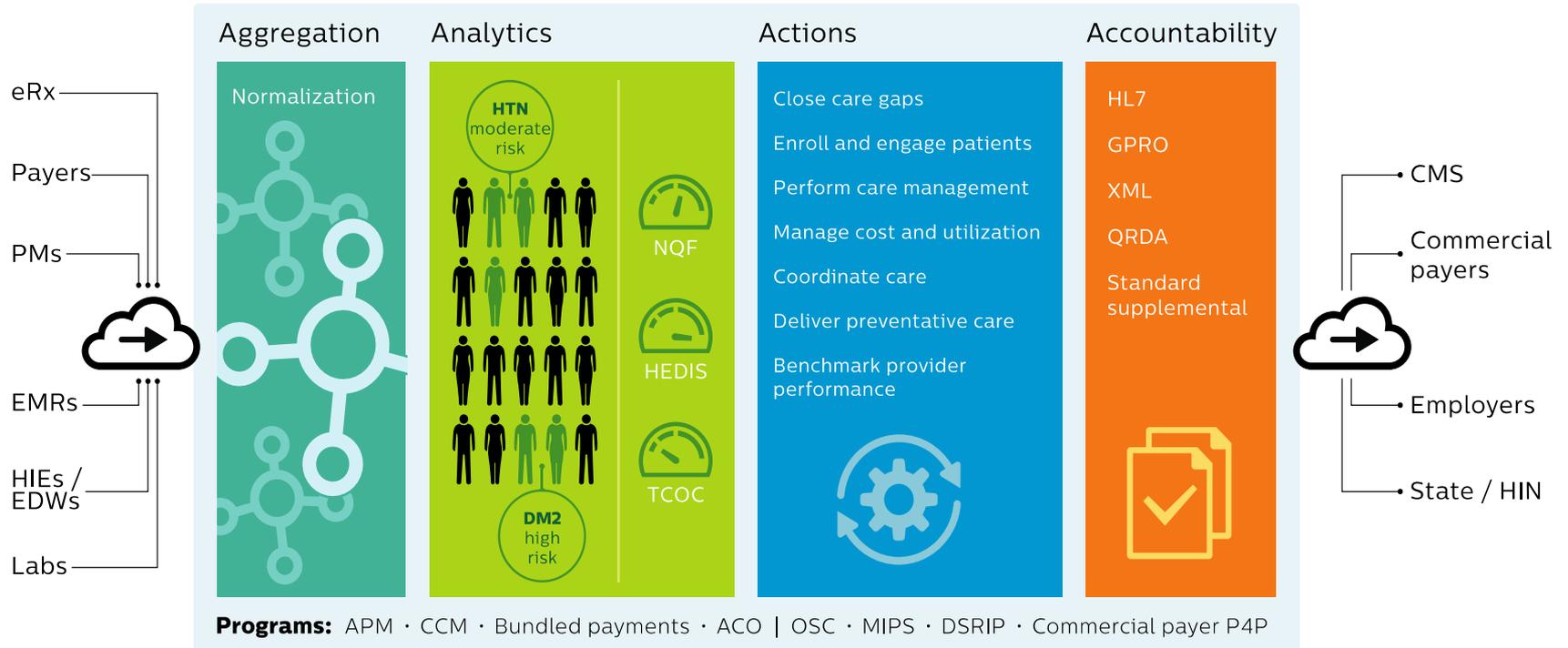
States

10+

Years

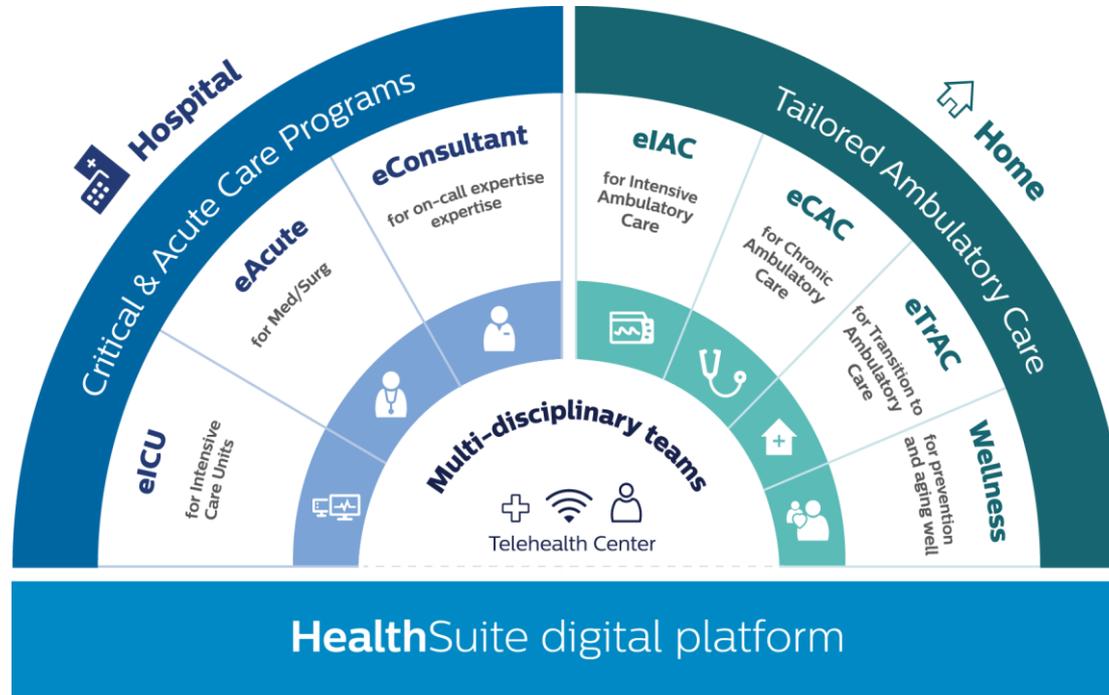
Philips Wellcentive platform leads the way for you

It's a comprehensive approach to population health management

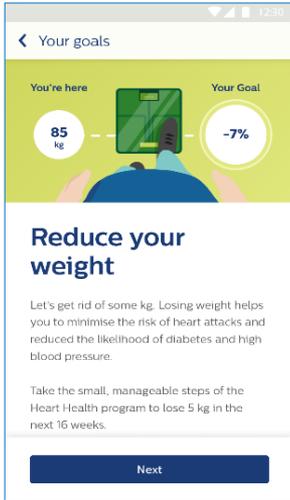


Enterprise telehealth to transform care delivery

Addressing multi-tier acuity requirements



Philips offers solutions to address risk factors for chronic disease

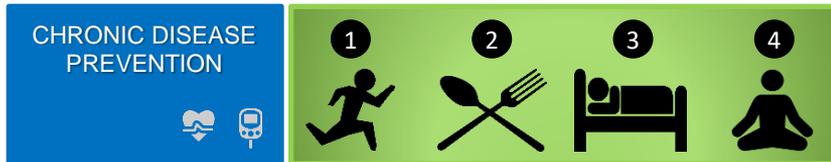


Jovia Health offers automated personalized coaching for people with cardio-metabolic risks such as hypertension, overweight, obesity, hyperlipidemia or pre-diabetes



Jovia Coach includes a full time health coach, social support and a proven curriculum for people with high risk of Type 2 Diabetes

REDUCING RISK FACTORS FOR CARDIO METABOLIC DISEASES



Modular enterprise telehealth and care coordination

... across the Care Continuum



Mercy Virtual Care Center: It's like a hospital without beds

- A four-story, 125,000-square-foot building housing 330 Mercy co-workers - but no patients
- Delivers care to 600,000 patients across 6 states
- 45 acute and specialty hospitals

"Virtual care has the possibility of radically transforming outcomes for certain patients. It plugs many holes in the system so you get simpler and more effective interventions at an earlier stage."

– Randy Moore, MD, MBA, president of Mercy Virtual



Questions

