PHILIPS

Population Health Management

Guiding your journey

from sick care to continuous health

As your partner, Philips meets you wherever you are, with a robust, scalable platform that powers connected services, devices and care programs. Your patients get **seamless care** – when, where and how they want and need it. You get an unprecedented ability to manage, promote and support improved health, while driving a **healthy bottom line.**

Capabilities aligned to deliver results

Collect and coordinate disparate data	Obtain a holistic, longitudinal view of patients at the point of care and in the provider workflow
Identify the right patients to focus on	Use predictive analytics to allow organizations to identify and stratify patients by risk and health needs
Coordinate care across the continuum	Employ care management programs to close care gaps and manage care transitions, to improve quality and potentially reduce the cost of care
Improve care access and delivery	Leverage predictive analytics and proactive interventions to help improve access and outcomes, and serve patients in lower-cost community settings
Engage patients and providers	Provide tools and technologies that integrate seamlessly and help connect care providers, patients and consumers more closely than ever
Grow market share and increase patient loyalty	Design care management programs that deliver seamless care, and create preference and loyalty for increased patient retention

How we deliver value

Our comprehensive Population Health Management (PHM) solutions are designed to meet your strategic goals. Effective PHM requires a strategic process: starting with data insights, applying targeted programs and ultimately engaging patients and providers for long-term efficacy.

Our platform

Understand your population

- Aggregate all relevant health data across the continuum, regardless of source
- Segment and identify the right patients through predictive analytics and risk stratification
- Prioritize care team engagement and interventions based on risk and impact for optimal efficiency

Navigate care for patients

- Help direct patients to most appropriate care setting, allowing improved access and outcomes through advanced analytics
- Identify lower-cost care settings
- Effectively manage referrals
- Allows for creation of targeted outreach campaigns

Activate patients and consumers

- Deliver personalized care based on individual needs
- Engage patients in programs and services using connected devices designed to help improve their specific health conditions
- Support behavior change, avoid escalation of health problems and promote continuous health

A trusted partner with a history in delivering tailored consumer solutions in healthcare

Impact

$700M in value-based reimbursements in 2016

35M U.S. patients

1.3B monthly data points

Experience

12 plus years in PHM

7M seniors have used our Lifeline wearable

4M sleep therapy patients supported

Reach

9.7M HealthSuite Cloud connected devices

50 states covered nationwide

23 petabytes in imaging study data managed

Proven results

MGM Resorts International

Improving employee and family health[1]

- **28.6%** **increase** in lipids screening rates
- **25.2%** **increase** in HbA1c diabetes screening rates
- **31.3%** **increase** in colorectal screening rates

Banner Health

Reducing readmissions for high-cost patients[2]

- **45%** **reduction** in hospitalizations
- **27%** **reduction** in cost of care
- **32%** **reduction** in acute and long-term care costs

Partners Healthcare

Predicting hospital admissions with analytics[3]

- **224** **avoided hospital admissions**
- **$3.1M** **saved** from avoided admissions costs
- **40%** **projected reduction** in hospital admissions

To find out how you can accelerate your journey to value-based care, please contact us at Population.Health.Management@philips.com or visit www.philips.com/Population_Health

1 MGM Resorts International case study

2 Dahl, D., Khurana MD, H. (2015). Impact of an intensive ambulatory program on both financial and clinical outcomes in Banner Health. Unpublished internal study.

3 Golas SB, Agboola S, Kvedar J, et al. Retrospective Evaluation of Philips Lifeline CareSage Predictive Model on Patients of Partners Healthcare at Home. Poster presentation at ATA 2016.

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