

The Employers Strike Back: Toward a Real Market in Health Care

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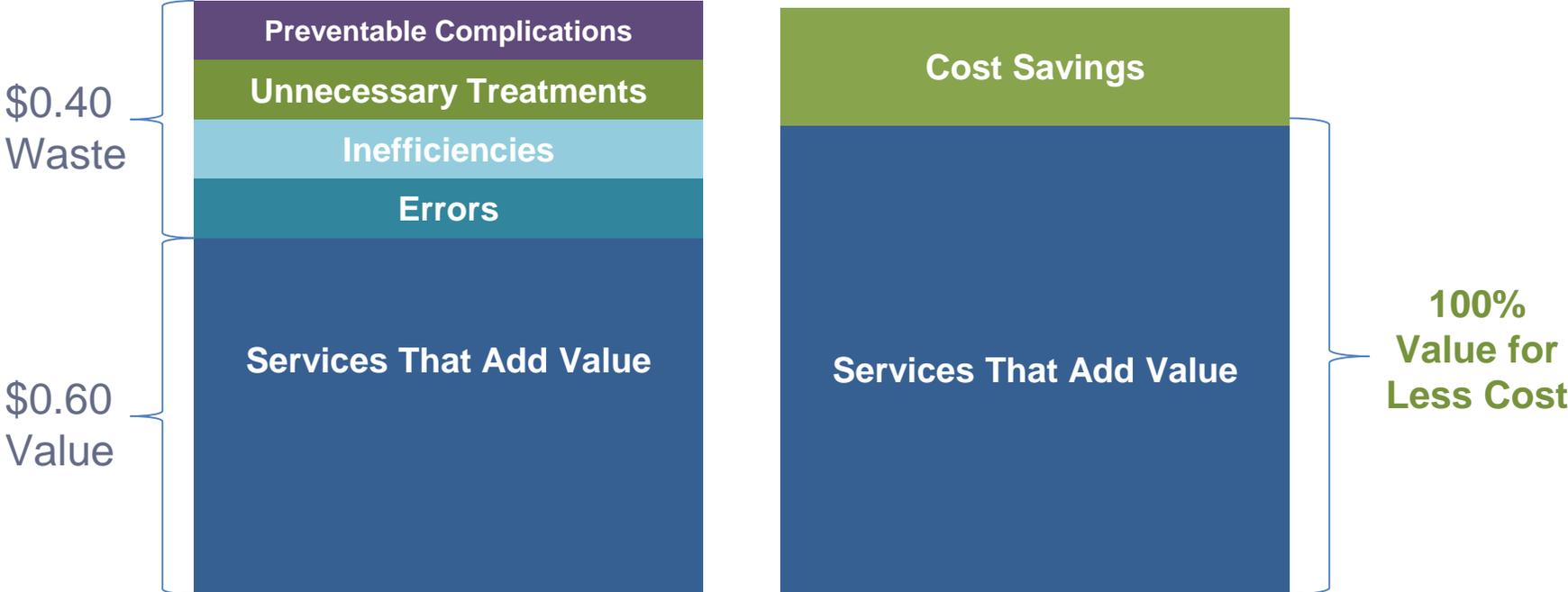
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1998-2018: Stuck at 40% Waste

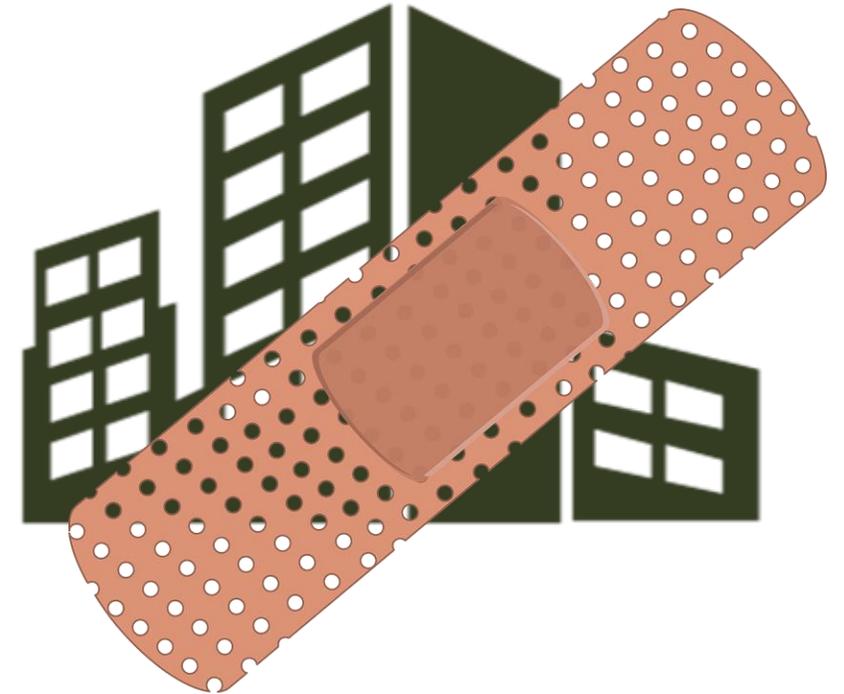
For every \$1:

We should buy:



Employers Reject Healthcare's "A Dose of Lean"

- Embracing efficiency, reliability, safety as central to excellence
- **Lean is...**
 - A fundamental organizing principle
 - The way of doing business
- **Lean is NOT a Band-Aid**



Wired for Excellence



The Very Hungry Tapeworm

“The ballooning costs of healthcare act as a hungry tapeworm on the American economy”

Warren Buffett,
Berkshire Hathaway
Chair and CEO
announcing his company’s new
healthcare partnership with
JP Morgan Chase
and Amazon.com



The Employer Awakening

- **Amazon-Berkshire Hathaway-JPMorgan:**
Starting own healthcare company
- **Boeing, GE, JetBlue, Lowe's, McKesson, Walmart:** **Negotiating with health systems, tying contracts to quality/outcomes**

amazon



Employers Create Own High-Value Health Systems

- Apply rigorous standards of excellence
- Introduce:
 - Workplace primary care clinics
 - Teladoc
 - Employer Centers of Excellence for specialty surgeries

