**Webinar: Why Patient Complexity is Reshaping Care Delivery**
– a HealthcareWebSummit Event, 1PM Eastern, Tuesday, January 26, 2016

**It's Complicated: Why Patient Complexity is Reshaping Care Delivery**

**Tuesday, January 26th, 2016**
1:00 - 2:00 p.m. Eastern (10:00 a.m. to 11:00 a.m. Pacific)

- Why patient complexity is re-shaping healthcare delivery
- Shift towards intensive care and observation platforms and away from general acute care capacity

- The five factors that contribute to patient complexity
- Segmenting patients into three broad complexity-based buckets—high, moderate and basic
- Determining which services are ripe for transitioning out of the hospital setting
- How complexity shifts in a region compares to other regions

**Faculty:**
- Lauren Smoeding
  Manager
  Kurt Salmon

**Registration**

**Individual Registration Fee:** $195. Post-Event Materials: $45 for attendees; $260 for non-attendees after the event.

[Corporate Site licensing](#) also available (see inside for details)

**Use the form on the back page to fax or mail your registration** or call 209.577.4888

**Online:** To register or get detailed information on the web, go to:
[http://www.healthwebsummit.com/complex012616.htm](http://www.healthwebsummit.com/complex012616.htm)
Overview

It’s Complicated: Why Patient Complexity is Reshaping Care Delivery — And What It Means For Hospitals

Patient complexity is one of the biggest factors reshaping the health care industry. Unfortunately, it’s not top of mind for most hospitals. That’s going to change rapidly as value-based principles and capitated models take hold, incentivizing hospitals to limit inappropriate health care utilization.

For starters, 20-30% of all basic non-maternity inpatient care will transition out of the hospital and into ambulatory settings in the next five to 10 years. At the same time, hospitals will need to devote an ever-increasing share of beds to caring for patients at either end of the complexity spectrum—necessitating changes to how resources are allocated, with investments in intensive care and observation platforms coming at the expense of general acute care capacity.

Basic-complexity patients will shift out of the hospital for multiple reasons: Some who never should have been admitted in the first place will have new alternatives as care models evolve; others will be transitioned to lower-cost settings as monitoring and treatment technologies evolve and reimbursement focuses less on volume.

Currently, hospital facilities aren’t set up to cost-effectively treat basic-complexity patients, who typically use fewer resources and have shorter lengths of stay. But they are starting to explore alternative, lower-cost approaches as they transition to population health strategies and take on greater reimbursement risk. The shift has already begun, particularly for select surgical procedures in specialties like gynecology, ophthalmology and urology. More will follow.

Please join Lauren Smeeding from Kurt Salmon, a global management consultancy, for a webinar discussion on how and why patient complexity is reshaping care delivery, on Tuesday January 26th, 2016 at 1:00 PM Eastern in the HealthcareWebSummit event: It’s Complicated: Why Patient Complexity is Reshaping Care Delivery.
Learning Objectives

Participants will be able to:

1. Understand the five factors that contribute to patient complexity
2. Consider how to use these factors to properly segment patients into three broad complexity-based buckets--high, moderate and basic
3. Examine how to determine which services are ripe for transitioning out of the hospital setting
4. Explore how complexity shifts in their region stack up against other regions
5. Engage in interactive learning through online question submission, attendee feedback and opportunity for follow up questions, and networking with attendees, faculty and other professionals through dedicated LinkedIn group.

Who Should Attend

Interested attendees would include:

- C-Suite Executives
- Medical Directors
- Transformation, Innovation and Integration Executives and Staff
- Planning and Strategic Executives and Staff
- Care Management Executives and Staff
- Population Health Executives and Staff
- Network Management Executives and Staff
- Accountable Care Executives and Staff
- Managed Care Executives and Staff
- Analytics Executives
- Business Intelligence Staff
- Other Interested Parties

Attendees would represent organizations including:

- Hospital Systems
- Provider Networks
- Accountable Care Organizations
- Medical Groups
- Other Providers
- Health Plans
- Medical Homes
- Government
- Care Management Organizations
- Population Health Organizations
- Pharmaceutical Organizations
- Solutions Providers
- Associations, Institutes and Research Organizations
- Media
The health care consulting group of Kurt Salmon specializes in providing management advisory services in strategy, facility planning, information technology, and operational performance improvement to hospitals and physician practices.

With over eight years of research, consulting, and project management experience, Lauren has worked with clients from many different sectors with a growing interest in academic medical centers and women’s/children’s hospitals and clinical programs. Areas of expertise include:

- Strategic planning and development – conducting in-depth analyses to develop vision, goals, and strategies for organizations related to clinical program development, physician alignment, and cultural transformation
- Organizational design and governance – developing an organizational and associated decision-making structures to optimize value
- Provider alignment and engagement planning – assessing current levels of alignment between providers and hospitals and developing mechanisms to improve alignment and engagement
- Patient centered models of care – developing strategies to engage patients and family members in their care to improve quality
Corporate Pricing, Terms and Conditions

Individual vs. Corporate Site License Pricing

- Individual registrations cover a single phone line.
- Multiple persons may listen via speaker phone for the individual registration fee.
- Each individual receives a unique dial-in ID that is not re-useable.
- Corporate pricing is available when registrations are desired for more than one phone line.

Corporate Site License Attendee Registrations

- Organizations individually register all participants for web access and e-mail delivery unless arranged otherwise with MCOL, but corporate pricing will apply based on the number of employees registered.

Eligibility

- Corporate pricing is only available to single organizations, or parent organizations and their affiliates.
- Professional Associations or other groups of separate organizations may not combine for corporate pricing.

Pricing Schedule

Events Priced at $195 Individually: Site License pricing for one of any $195 individual events is based upon the number of covered phone lines, according to the following table:

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<th>Covered Phone Lines /Logins</th>
<th>Total Price</th>
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<tr>
<td>Under 10</td>
<td>$870.00</td>
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<tr>
<td>10-29</td>
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<td>30-74</td>
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<tr>
<td>175-249</td>
<td>$12,525.00</td>
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<tr>
<td>250+</td>
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Equivalent Price per employee and total savings compared to individual $195.00 price*:

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<th>Price per Line</th>
<th>Total Savings</th>
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* based upon the midpoint of employees in each range