

## 2019 HCEG Top 10 Worksheet

#	Pts	Candidate for 2019 HCEG Top 10 List
1		<b>Foundational Data &amp; Analytics:</b> Leveraging data (especially clinical) to manage health and drive individual, provider and payer decisions.
2		<b>Total Consumer Health:</b> Improving members' overall medical, social, financial, and environmental well-being.
3		<b>The Digital Healthcare Organization:</b> HSAs, portals, patient literacy, cost transparency, digital payments, CRM, integrating wearables and other patient-generated data, health monitoring, and omni-channel access/distribution.
4		<b>Rising Pharmacy Costs:</b> Implementing strategies to address growth of pharma costs along with benefits to quality of care and to total healthcare costs.
5		<b>Opioid Management:</b> Developing a strategy for identifying and supporting individuals and populations struggling with addiction and at risk of addiction.
6		<b>Precision/Personalized Medicine:</b> Customizing prevention and chronic conditions treatment, genetic testing and 1-on-1 treatment options including behavioral health and social needs.
7		<b>Value-based Payments:</b> Targeting specific medical conditions to manage cost and quality of care.
8		<b>Population Health Services:</b> Operationalizing community-based health strategy, chronic care management, driving clinical integration, and addressing barriers to health.
9		<b>Improved Operational Effectiveness:</b> Implementing lean quality programs, process efficiency, robotics process automation, revenue cycle management, real time or near real time point of sales transactions, etc.
10		<b>Staffing Challenges:</b> Preparing to meet the demands for the healthcare workforce of the future.
11		<b>Healthcare Policy Reform:</b> Repeal, replace, or substantial modification of current healthcare laws, single payer, block grants, etc.
12		<b>Leading Edge Technologies:</b> AI/Machine Language, Blockchain, Internet of Things, Augmented Reality, Virtual Reality.
13		<b>Cybersecurity:</b> Protecting the privacy and security of consumer information to maintain consumer trust in sharing data.
14		<b>Accessible Points of Care:</b> Telehealth, wearables & digital devices, retail clinics, micro-hospitals, integrated systems.
15		<b>Primary Care Initiatives &amp; Innovation:</b> Advanced Primary Care Initiatives, comprehensive innovations, concierge, direct primary care, and cash only implications.
16		<b>Network and Partnership Strategy:</b> Tiered and narrow the new normal? Popularity with employers and payers vs. consumer choice and quality of care.
17		<b>Next Generation ACOs:</b> Additional programs in bundled payment, episodes of care-shared savings, and growing participant base.
18		<b>Healthcare Organization Diversification:</b> Investing in or acquiring technology (make vs. buy vs. 'tech-acquisition'), including non-regulated revenue.
19		<b>External Market Disruption:</b> Amazon, Chase, Apple, Walmart, Google, etc.
20		<b>Industry Consolidation:</b> Payer, provider and vendor M&A impacting costs and availability of services.
21		<b>Health Information Exchange (HIE):</b> Improving the exchange and quality of member and patient data.
22		<b>Culture of Risk Management:</b> A targeted risk-based product portfolio, risk adjustment, individual and government markets. Maintaining solvency and improving predictability.
23		<b>Building a Brand:</b> Marketing to millennials, brand benefits, and physician advocates.
24		<b>Government Programs:</b> Entry into or expansion of ACA, Medicare and Medicaid business opportunities including association health plans and short-term policies.
25		
		<b>Total Points</b>