



*Guiding Executives Through  
Innovation, Change and Growth, since 1988*



# Today's Webinar

## *The 2018 HCEG Top 10 Healthcare Opportunities, Challenges & Issues*



# About the HealthCare Executive Group

## VISION

To be a professional network which is relevant, influential and sought after in healthcare, by promoting industry-wide transformation and innovations that foster market advancement and enables professional growth of its members.

## Our Value

- Resources to support and enable a true “health care eco system” to reshape healthcare
- Establishes life-long relationships that assist with current and future career advancement and development
- Provides strategic development and mentored opportunities for member executives
- Provides strategic advisory capabilities to CMS, AHIP and lobbying activities
- Provides insights and knowledge to advance member organizations
- Integrates health plan operations, IT and clinical issues to transform healthcare
- Builds and strengthens the IT and technology partnerships with health plan operations

## MISSION

Thought leadership through the collective contributions of a select network of healthcare executives and industry experts, while building relationships that provide critical access to market knowledge, resources, and strategies.

# HCEG Sponsor Partners

**CHANGE**  
HEALTHCARE

**RED CARD**

**InstaMed**<sup>®</sup>  
Healthcare Payments Simplified



**Cumberland**<sup>®</sup>  
consulting group



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SOLUTIONS

**Softtheon**

A logo icon for carecentrix, featuring a stylized heart shape composed of geometric blocks in shades of orange and purple.  
**carecentrix**<sup>®</sup>

# Today's Panel

Ferris Taylor

Executive Director, HCEG  
Consultant to Arches Health Plan



Kim Sinclair

Board Chair, HCEG  
Chief Information Officer  
BMC HealthNet Plan / Well Sense Health Plan



David V. Gallegos

HCEG Board, SVP Consulting Services  
Change Healthcare





## 2018 HCEG Top 10

1. **Clinical and Data Analytics:** Leveraging big data with clinical evidence to segment populations, manage health and drive decisions
2. **Population Health Services Organizations:** operationalizing population health strategy, chronic care management, driving clinical integration, and integrating social determinants of health
3. **Value-Based Payments:** targeting specific medical conditions to manage cost and quality of care
4. **Cost Transparency:** growing legislation and consumer demand
5. **Total Consumer Health:** improving members' overall well-being and medical, social, financial, and environmental
6. **Cybersecurity:** protecting the privacy and security of consumer information
7. **Healthcare Reform:** repeal, replace, or substantial modification of current healthcare laws, Block Grants, Single-Payer, Industry Stability
8. **Harnessing Mobile Health Technology:** Improving disease management, member engagement, and data collection/distribution
9. **Addressing Pharmacy Costs:** implementing strategies to address growth of pharma costs versus benefits to quality of care and total medical costs
10. **The Engaged Digital Consumer:** HSAs, member/patient portals, health and wellness education materials.

# HCEG TOP TEN



#3

VALUE-BASED  
PAYMENTS



Targeting specific medical conditions to  
manage cost and quality of care



# HCEG TOP TEN



#1

CLINICAL AND DATA  
ANALYTICS



Leveraging big data with clinical evidence to segment populations, manage health and drive decisions



# HCEG TOP TEN



#2

POPULATION HEALTH  
SERVICES ORGANIZATIONS



Operationalizing population health strategy, chronic care management, driving clinical integration, and integrating social determinants of health

# HCEG TOP TEN



#4

COST TRANSPARENCY



Growing legislation and consumer demand

# HCEG TOP TEN



#6

CYBERSECURITY



Protecting the privacy and security of  
consumer information

# HCEG TOP TEN



#5

TOTAL  
CONSUMER HEALTH



Improving members' overall well-being and medical, social, financial, and environmental



# HCEG TOP TEN



#8

HARNESSING MOBILE  
HEALTH TECHNOLOGY



Improving disease management, member engagement, and data collection/distribution

# HCEG TOP TEN



#10

THE ENGAGED DIGITAL  
CONSUMER



HSAs, member/patient portals, health  
and wellness education materials



# HCEG TOP TEN



#9

ADDRESSING  
PHARMACY COSTS



Implementing strategies to address growth of pharma costs versus benefits to quality of care and total medical costs

# HCEG TOP TEN



#7

HEALTHCARE REFORM



Repeal, replace, or substantial modification of current healthcare laws, Block Grants, Single-Payer, Industry Stability

# Questions?



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# Payers & Providers: Join HCEG

**\$2,500** for Annual Membership includes:

- Two paid registrations for the 2 ½ day Annual Forum September 12-14<sup>th</sup>
- Access to HCEG Regional Executive Leadership Roundtables
- Unlimited access to 2018 HCEG Webinars and content
- Access to exclusive social gatherings in conjunction with other industry events
  - HIMSS
  - HLTH.co
  - AHIP
  - WHCC
  - BCBS Summit





# Celebrate 30 Years of HCEG

Email Juliana Ruiz  
[jr@hceg.org](mailto:jr@hceg.org) about  
HCEG & to join us  
Minneapolis

A promotional poster for the HCEG Annual Forum 2018. The top half features a collage of images from previous forums, including a large audience, a speaker at a podium, and a group of people at a round table. The text 'SAVE the DATE' is overlaid in large, bold letters, with 'the' in orange. Below this, the dates 'September 12 - 14' and the year '2018' are prominently displayed. The location 'Hewing Hotel Minneapolis, MN' is listed. To the right, the 'HCEG ANNUAL FORUM' logo is shown, along with a '30 YEARS' anniversary graphic (1988-2018) and the text 'HEALTHCARE EXECUTIVE GROUP'. At the bottom, it says 'REGISTRATION WILL OPEN LATE SPRING 2018' and 'Stay Tuned for Updates'. The footer contains the organization's name, address, and website.

SAVE *the* DATE

September 12 - 14

**2018**

Hewing Hotel  
Minneapolis, MN

**HCEG ANNUAL FORUM**

**30 YEARS** 1988 2018  
HEALTHCARE EXECUTIVE GROUP

REGISTRATION WILL OPEN LATE SPRING 2018

Stay Tuned for Updates

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# Thank You!

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