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Trends that will impact the market of the future
New delivery system models

ACO’s
Risk-Based Contracts
Bundled Payments
PFP
Value-Based Payment

Anticipated Adoption of New Incentive Models

Source: Advisory Board Survey of Health Care Leaders
Preventive care & chronic disease management

U.S. projected rise in chronic disease: 2000-2020

Cost of chronic disease in U.S. on path to double by 2020

Source: WHO Preventing Chronic Diseases, Milken Institute Analysis
Half of Medicaid enrollees are children, yet majority of health care spending is for adults and complex elderly patients (Advisory Board)

- Giving patients tools to find most clinically effective and cost efficient site of care
- Primary care medical homes
- Case managers
- Increased medication adherence
Technological adoption & mobility

- Enabler telemedicine, remote monitoring & diagnostics ➔ care coordination
- Fastest growing demographic on Twitter age 55–64 up 79% since 2012
- Access costs decline over time – Aakash 2 tablet ~ $40 UK

Source: Internet Trends 2014, Mary Meeker; Fast Company; MIT Technology Review