
Clinical Institutes



What Consumers Want and Need

- Seamless delivery and management of their particular medical condition
- Information on and access to the most appropriate and effective care for their medical needs
- Depth of expertise and demonstrated outcomes for specific medical conditions
- Comprehensive treatment and therapies across the total continuum, from early detection to long-term management

**PATIENT VALUE IS DETERMINED BY THE TOTAL CARE CYCLE
NOT JUST ONE COMPONENT**

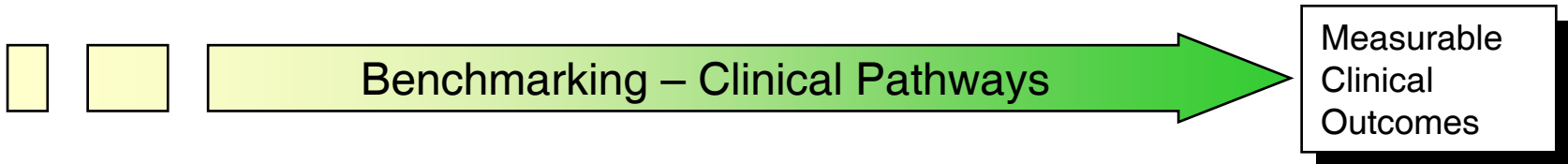
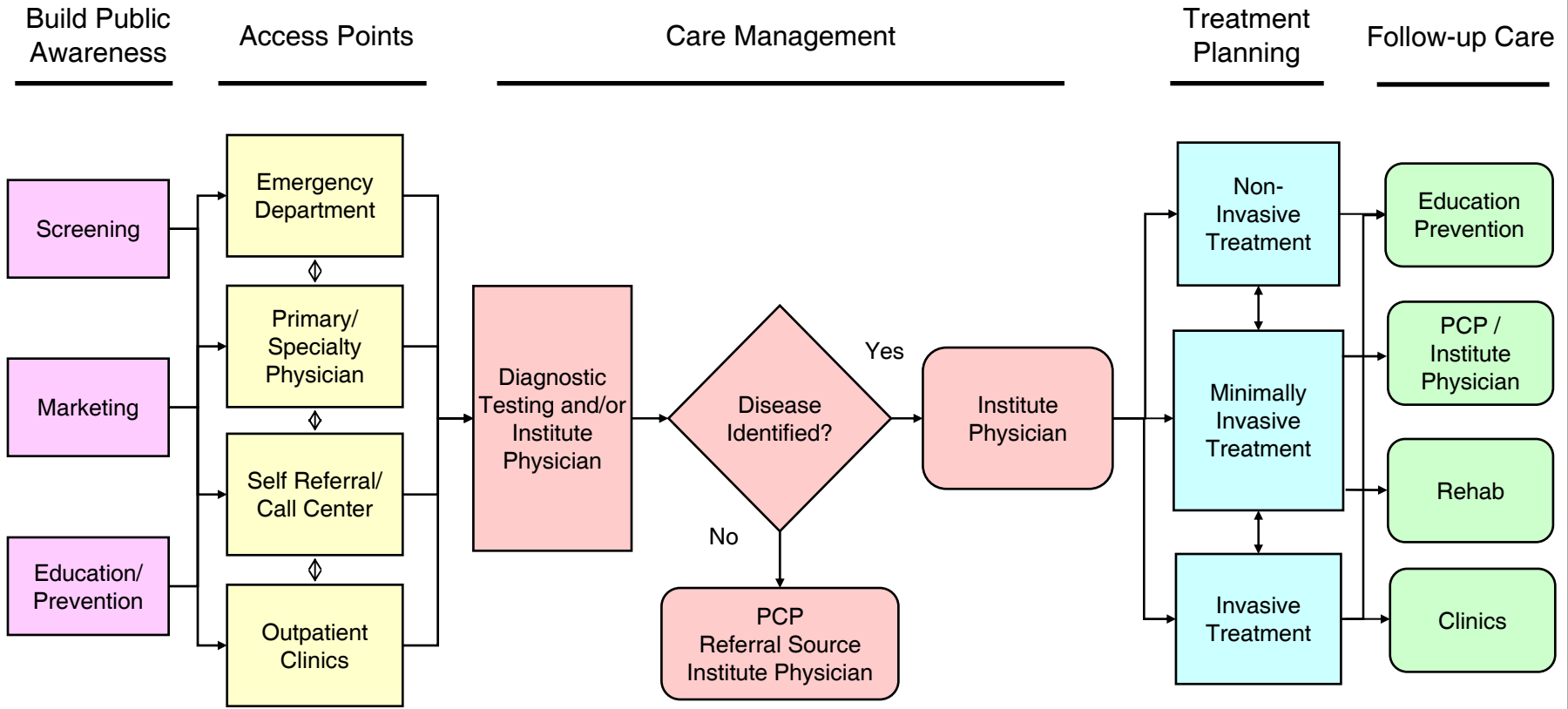
Definition of a Clinical Institute

- A collaborative clinical and business structure designed to integrate the efforts of the hospital with a group of aligned physicians to pursue:
 - Clinical and operational initiatives for quality and efficiency
 - Marketing and appropriate business development activities
 - Consumer targeted education and outreach
 - Pay for performance contracting
 - Academic initiatives and clinical trials
 - Foundation strategy

Institute Features and Benefits

- Joint hospital and physician governance
- Coordinated and integrated continuum of care
- Defined hospital and physician roles and responsibilities
- Dedicated Institute resources
- Business or alignment tactics consistent with the goals of the Institute, such as:
 - Co-management
 - Joint ventures
- Increased market share based on branding and recognition for excellence

Clinical Institute Components



Why a Clinical Institute – Short-Term

- Increase market share
- Limit out-migration
- Provide a platform to facilitate decision-making
- Create a brand identity associated with quality
- Develop clinical synergies to provide consistent, quality care to the community

Why a Clinical Institute – Long-Term

- A long-term alignment strategy that connects the hospital and its physicians as partners
- Provide contracting leverage with payers
- Create a continuum of care model that achieves measurable outcomes
- Integrate the clinical and economic structure to provide quality outcomes, setting the stage for pay-for-performance

Contact Information

DMI Transitions

8748 Brecksville Road

Suite 125

Brecksville, OH 44141

Tel: 440.838.8551

Email: info@dmitransitions.com

www.dmitransitions.com