Integrated Care Solutions
Connecting productivity with care
GE Healthcare IT
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Predix™ is GE’s software platform for the Industrial Internet. Predix enables asset and operations optimization by providing a standard way to run industrial-scale analytics and connect machines, data, and people. Whether your solutions are deployed on machines, on-premise or in the cloud, Predix provides an integrated stack of technologies for distributed computing and big data analytics, asset management, machine-to-machine communication and mobility, meeting your needs for scalability, extensibility, customizability, and security.

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Topics

1. Healthcare industry transformation
2. GE Healthcare IT strategy
3. GE & the Industrial Internet
4. Summary
A fundamental transformation of healthcare

Patients seek...

• More **face time**
• Care that revolves **around them**
• More **active role** in care decisions
• More consistent, higher **quality** outcomes

Providers need...

• **Configurable** tools to match their workflow
• **Integration** with existing systems
• View of patient **across** care pathway
• More consistent, higher **quality** outcomes

Healthcare IT is at the helm of driving a productivity transformation across the industry
The rapid rise of value-driven healthcare

- Increased government policies and financial pressures...
- ...drive shift to more integrated and value-based care models...
- ...which require software-enabled solutions to deliver on cost and quality
Our joint opportunity
Healthcare IT transformation to help drive better outcomes

Accelerating workflows, streamlining processes, improving analytics capabilities...

Liberate and create new value from data

Give providers tools to help deliver better outcomes

Enable patients with more informed and proactive healthcare experience

From treating illness to managing health
Key ingredients to deliver successful outcomes

- Software & Analytics
- Workflow & Domain Expertise
- Strong Ecosystem

All three elements required to improve healthcare delivery
Topics

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GE Healthcare IT

VISION
Create the next generation of IT performance breakthroughs for health systems, caregivers, and the patients they serve

MISSION
Be the market leader in Integrated Care Solutions

STRATEGY
Provide software-enabled solutions to help our customers Connect Productivity With Care
Leveraging the strength and global presence of GE Healthcare

- **$2B** Investment
- **100+** Years Experience
- **7,700+** Customers Globally
- **100+** Partners
- **10,000+** Software Professionals
- **8** Design Centers
- **90+** Countries
GE Healthcare IT is more than just a software vendor

Installed software provides small incremental benefit

Software-enabled solutions help achieve enhanced outcomes...

- Clinical Quality
- Operational Efficiency
- Financial Performance
GE Healthcare IT
A suite of solutions to help you improve productivity

Software
Services
Ecosystem

Integrated Care Solutions

Create actionable insight across the healthcare system and the care pathway, enabling better clinical and financial outcomes
GE Healthcare IT Solution Portfolio

**Integrated Care Solutions**

**Enterprise Imaging**
- System-wide
  - Imaging Workflow
  - Visualization
  - Archiving
  - Collaboration
  - Case Exchange

Enhance diagnostic speed & confidence

**Care Delivery Management**
- Ambulatory Care
  - Ambulatory EMR
  - Clinical Quality Reporting

Care Area Workflows
  - High Acuity
  - Maternal-Infant
  - Cardiology
  - Radiology
  - Pathology

Make care pathways & clinical outcomes more productive

**Population Health Management**
- Data Control
- Healthcare Analytics
- Care Coordination & Management
- Wellness & Patient Engagement

Lower cost of treating chronic disease

**Financial Management**
- Revenue & Risk Mgt
  - Revenue Cycle Mgt
  - Financial Risk Mgt
  - EDI
  - Practice Mgt

Cost & Profit Analytics
  - Activity-Based Costing
  - Contract Modeling
  - Utilization Management

Improve health system profitability

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Enhance diagnostic speed & confidence

Make care pathways & clinical outcomes more productive

Lower cost of treating chronic disease

Improve health system profitability
Enterprise Imaging

**Customer Challenges**

- “I want to get out of the business of worrying about storage…”
- “I want a single workspace with all the data that I need to develop a patient report.”
- “I need better diagnostic tools available through a single viewer.”
- “Help me share images with providers across networks”
- “Help my care teams collaborate more efficiently.”

**GE Solutions**

- Archiving
- Imaging Workflow
- Visualization
- Case Exchange
- Collaboration

**Customer Outcomes**

- Helps reduce cost to archive images by up to 20%¹
- Help save up to 19% of radiologist’s time, yielding $60K/year²
- Help increase diagnostic confidence by up to 10%³
- Help save up to 80% of costs from CD distribution⁴
- Helps clinicians connect in less than 5 minutes⁵

¹ We Calculate a 74% Reduction, But It’s Hard To Compare Apples To Apples by Andrew Reichman, August 25, 2011; ² Radiologists’ Burden of Inefficiency Using Conventional Imaging Workstations, Dr. Bruce Hillman and Dr. Bhavik Pandya, Journal of the American College of Radiology. November 2013; ³ Multidisciplinary Team Redesigns Care Processes and Systems, Leading to Significantly Improved Performance on Core Measures in Four Clinical Areas, Phyllis Justus, RN, MSN, NE-BC Director of Nursing, professional Practice; Carolinas Medical Center-University; Rose Brandau, RN, MSN Vice President/Chief Nurse Executive Carolinas Medical Center-University; ⁴ RSNA Image Share impact story, Modern Healthcare; ⁵ Timed internally; new account registration process takes 4-5 minutes.
Care Delivery Management

Customer Challenges

“How can my EMR help me spend more time with my patients?”

How can my EMR help me spend more time with my patients?

GE Solutions

Ambulatory EMR

Clinical Quality Reporting

Maternal Infant Care
High Acuity Care
Cardiology
Radiology
Pathology

Customer Outcomes

Enabling more time with patients, increased patient volume by 18%\(^1\)

Helped more than 12,000 EPs successfully attest for MU\(^2\)

Raised on-time starts by surgery turnover time 16%\(^3\)

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Population Health Management

**Customer Challenges**

1. “I have a lot of IT systems – can I get one view of the patient?”
   - *Caradigm™ Solutions*: Data Control
   - *Customer Outcomes*: Enable ‘one patient, one record’ from 19 apps and databases

2. “How can I predict the clinical risks that our patient population faces?”
   - *Caradigm™ Solutions*: Healthcare Analytics
   - *Customer Outcomes*: Use near-real time updates to monitor population changes

3. “How can I best care for our high-risk patients and connect them with providers?”
   - *Caradigm™ Solutions*: Care Coordination & Management
   - *Customer Outcomes*: Create dashboard to provide transparency into provider skills

4. “I need to engage patients to take a more proactive role in their care.”
   - *Caradigm™ Solutions*: Wellness & Patient Management
   - *Customer Outcomes*: Provide patient portal with 200+ health empowerment tools

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## Financial Management

<table>
<thead>
<tr>
<th>Customer Challenges</th>
<th>GE Solutions</th>
<th>Customer Outcomes</th>
</tr>
</thead>
<tbody>
<tr>
<td>“How can we take on risk and still deliver solid patient outcomes?”</td>
<td>Financial Risk Management Solutions</td>
<td>Reduced billing lag time by 69%&lt;sup&gt;1&lt;/sup&gt;</td>
</tr>
<tr>
<td>“What type of healthcare reform model is right for my practice?”</td>
<td>Contract Modeling &amp; Management</td>
<td>Decreased A/R days by 58%&lt;sup&gt;2&lt;/sup&gt;</td>
</tr>
<tr>
<td>“Which metrics should I focus on to drive maximum profitability?”</td>
<td>Revenue Cycle Management Activity-Based Costing</td>
<td>Helped reduce cost to collect to less than 4%&lt;sup&gt;3&lt;/sup&gt;</td>
</tr>
<tr>
<td>“How do I connect my IT systems to ensure accuracy and great outcomes in reporting?”</td>
<td>EDI &amp; Claims Processing</td>
<td>Increased up-front collections by $2M to $12M&lt;sup&gt;3&lt;/sup&gt;</td>
</tr>
</tbody>
</table>

1 Baystate Health in Massachusetts: reduced billing lag time by 69% - Source: Baystate Health in Massachusetts Case Study, 2012
2 University of Missouri Health: decreased days in A/R by 58% - Source: University of Missouri Health Case Study, 2012
3 Saint Francis Health System: increased up-front collections by $2M to $12M. Source: Optimizing Revenue Cycle Management: A Case Study of Centricity Business at Saint Francis Health System, IDC Health Insight, August 2012
Committed to interoperability across the portfolio

Focus on **open standards** – $11M in interoperability engineering in 2014

**Active member** in key industry & government standards bodies

**Proven connectivity** through open standards and established APIs

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**Investment**  
**Collaboration**  
**Experience**
Our professional services
Helping you get the most from your software investment

Consultation
- Enhances employee and IT system productivity

Implementation
- Enables rapid deployment of new workflows & processes

Education
- Helps drive understanding and increases adoption by leaders and staff

Customization
- Helps diminish disruptions, respond to required changes, and optimize productivity

Support
- Helps reduce unplanned downtime and enhances usability throughout lifecycle

Enablement
- Helps reduce uncertainty and long-term expenses
Our ecosystem
Building a winning set of partners

Technology
- SW/COE
- Accenture
- Amazon Web Services
- AT&T
- Cisco
- Intel
- Pivotal
- Predixion Software

Joint Ventures
- Caradigm
- Omnyx

Go-to-Market
- Value-Added Resellers
- Consultants
- System Integrators
- GE Healthcare

Healthcare IT
- EMCT
- HP
- InterSystems
- Kryptiq
- mosaic
- Nuance
- UPMC
- Windows Azure

Enabling best of breed solutions
Investing in and fostering innovation
Extending expertise through collaboration
Bringing it all together to deliver successful outcomes
Topics

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Rise of the machines
Building the Industrial Internet

What happened when 1B People became connected?
- Entertainment is Digitized
- Social Marketing Emerged
- Communications Mobilized
- IT Architecture Virtualized
- Retail & Ad Transformed

What happened when 50B Machines became connected?
- OT is Virtualized
- Analytics Become Predictive
- Machines are Self-Healing & Automated
- Monitoring & Maintenance is Mobilized
- Employees Increase Productivity
The value to customers is substantial
Connected machines and data could eliminate up to $150 billion in waste across industries

<table>
<thead>
<tr>
<th>Industry</th>
<th>Segment</th>
<th>Type of savings “Power of 1”</th>
<th>Estimated value over 15 years (Billion nominal US dollars)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aviation</td>
<td>Commercial</td>
<td>1% fuel savings</td>
<td>$30B</td>
</tr>
<tr>
<td>Power</td>
<td>Gas-fired generation</td>
<td>1% fuel savings</td>
<td>$66B</td>
</tr>
<tr>
<td>Healthcare</td>
<td>System-wide</td>
<td>1% reduction in system inefficiency</td>
<td>$63B</td>
</tr>
<tr>
<td>Rail</td>
<td>Freight</td>
<td>1% reduction in system inefficiency</td>
<td>$27B</td>
</tr>
<tr>
<td>Oil and Gas</td>
<td>Exploration and development</td>
<td>1% reduction in capital expenditures</td>
<td>$90B</td>
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</tbody>
</table>
The Predix™ Platform for Healthcare
Bringing the Industrial Internet to Healthcare

Applications
- Enterprise Imaging
- Care Delivery Management
- Population Health Mgmt
- Financial Management

Predix for Healthcare
- HIPAA Framework
- Medical Device Integration
- Healthcare IT Standards
- Clinical Decision Support
- Clinical Workflows & Rules Engine

Predix
- Security
- Interfaces
- User Experience
- Analytics
- Application Framework
- Collaboration
- Serviceability
- Mobility
- Data Management
- Deployment Tools
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GE Healthcare IT Defined

1. Software-enabled solutions to help our customers
   Connect Productivity With Care

2. Committed to being the market leader in
   Integrated Care Solutions

3. Focused on driving measurable outcomes...
   Our Success Is Defined By Your Success

Together, we can help reduce inefficiency and improve the quality of care.