

# ABM CHEAT SHEET: HEALTHCARE

Meet the top health system prospects of 2019.



## west

CATHOLIC HEALTH INITIATIVES  
 DIGNITY HEALTH  
 INTERMOUNTAIN HEALTHCARE  
 KAISER PERMANENTE  
 PRIME HEALTHCARE  
 PROVIDENCE ST. JOSEPH'S HEALTH  
 SUTTER HEALTH  
 UC HEALTH SYSTEM

## central

ADVOCATE HEALTHCARE  
 ASCENSION  
 CLEVELAND CLINIC  
 INDIANA UNIVERSITY HEALTH  
 KINDRED HEALTHCARE  
 MERCY HEALTH SYSTEMS  
 TENET HEALTHCARE  
 TRINITY HEALTH  
 UT HEALTH

## east

ADVENT HEALTH  
 ATRIUM HEALTH  
 HCA HEALTHCARE  
 LIFEPOINT HEALTH  
 NEW YORK-PRESBYTARIAN  
 NORTHWELL HEALTH  
 PARTNERS HEALTHCARE  
 QUORUM HEALTH  
 UPMC HEALTH SYSTEM

# Account-Level Insights

Get familiar with strategic initiatives at your key healthcare accounts



**Your opportunity:** Can your solution help Dignity Health and Catholic Health Initiatives with a smooth transition as they merge to create the largest non-profit health system by revenue in the US?

**IT leadership:** The \$28B health system will be named CommonSpirit Health. Deanna Wise, current CIO of Dignity Health, will lead IT strategy for the combined organization when the merger is final in February 2019.



**Key priorities to discuss in prospecting conversations:** integrating systems and operations, establishing a corporate HQ in Chicago, ensuring a superior experience for patients of both health systems during the merger.



**Your opportunity:** HCA wants to leverage big data to differentiate the patient experience, and drive efficiency within its workforce. Can your solution support either of these goals?

**IT leadership:** CIO Marty Paslick leads a massive IT team of 4,500 across the US, providing technology strategy and support to HCA's more than 250 hospitals and surgery centers from five data centers and 15 support centers.

**Key patient-facing technology applications** include Parallon, Genospace, Mobile HeartBeat, and PatientKeeper.



**Your opportunity:** Can you help Partners enhance their data protection strategy? The health system is focused on GDPR requirements, enhancing and automating user access review, and monitoring medical device security.

**IT leadership:** Jim Noga is CIO of Massachusetts' largest health system. CISO Jigar Kadakia oversees all data security initiatives and has worked for Partners since 2014.

**Know your prospect:** To improve the patient experience and simplify healthcare delivery, Partners leverages their innovation group called Partners Connected Health that designs, develops, and deploys new agile, patient-centric solutions.

 **10M**

Patient care encounters at **Tenet Health**

**22K** 

**Ascension's** available beds

 **85K**

employees at **UPMC**, the largest employer in Pennsylvania



If you have great digital engagement with patients across different patient populations, your ability to deliver population health is enhanced dramatically.

Aaron Martin, Chief Digital Officer  
Providence St. Joseph's Health



By the end of 2019, up to 15% of global healthcare spending will be tied to outcome-based care.

## 2019 Healthcare Trends

- IoMT: Internet of Medical Things
- Focus on cybersecurity
- Technology for better patient engagement
- Increased demand for expanded care delivery sites
- "Shoppable" healthcare means high patient expectations
- Blockchain, AI & robotics improve accuracy and patient experience

## Don't see your target account, or looking for a deeper dive?

LeadBridge is the premier account intelligence research firm supporting field marketing and enterprise sales teams at the world's largest technology and software firms. We build in-depth, custom account profiles on your key enterprise target accounts.

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