Evaluating Disruptive Technologies in Healthcare

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Health Technology Center
at
The Institute for the Future

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www.healthtechcenter.org

Our Mission

- Advance the adoption of new technologies in healthcare
- Pooled research from a non-profit base

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Funding Partners

- GPOs: VHA, Premier (70% of all hospitals)
- Hospital-based Systems: Sutter, Kaiser, Others
- Health Plans: Kaiser, Group Health, Wellpoint
- Consulting Firms
- Venture Capital
- ***Rapid growth: $3M raised in Q3 2000, $2M in 2001***

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Market Failure

- Accelerating pace of new technologies
- Health sector slow to adopt
- Costs outpace resources
- Regulatory bodies swamped
- Providers and plans fragmented, small
- Investors wary, intrigued by potential

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Hospital Systems and Insurers

- Need forecasts of technology pipeline and impact on:
  - Hospital Construction
  - Workforce Needs
  - Clinical Programs
  - Market Strategies

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Federal Policy, Health Plans

- Need information on pipeline technologies
- Need framework for deciding coverage & reimbursement
- Need neutral ground for discussions with developers, users of technology

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Venture Capital, Other Investors

Need -

- Healthcare market insights
- Database on all technologies under development
- Access to clinical researchers and developers, management teams
- Forums for discussion with GPOs, plan and delivery system leaders, federal policy makers

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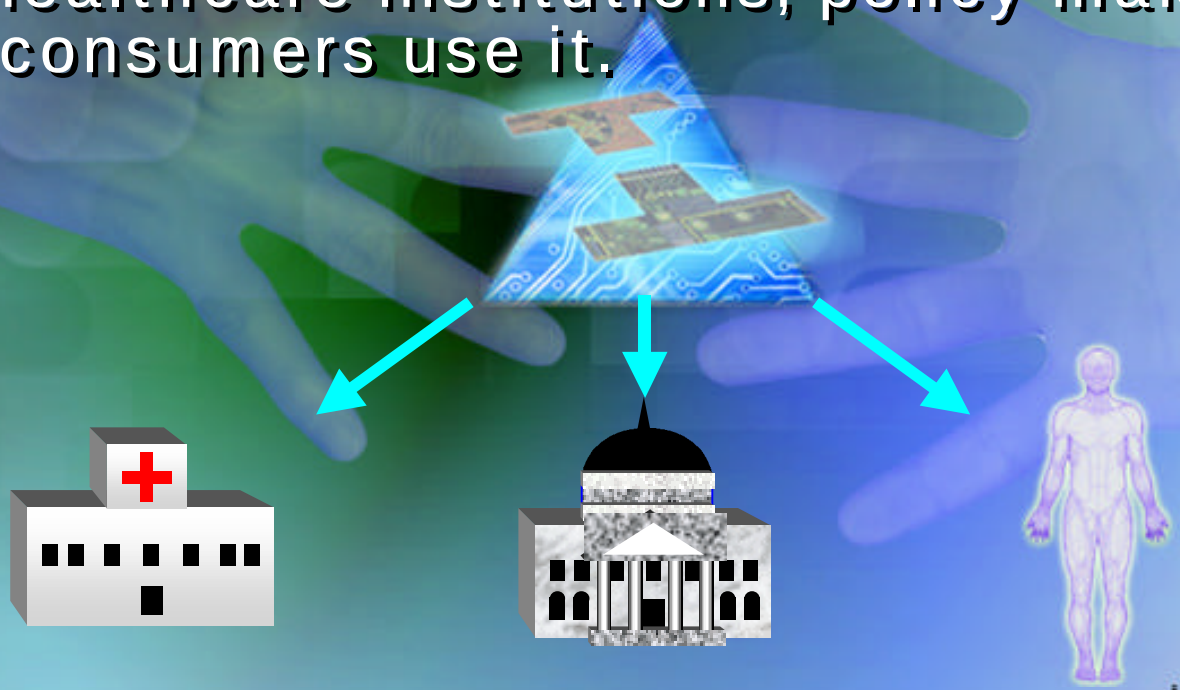
HealthTech Forecasts

One Part of a Solution

Establish a public-private partnership to create the knowledge, make it readily available, and help healthcare institutions, policy makers and even consumers use it.



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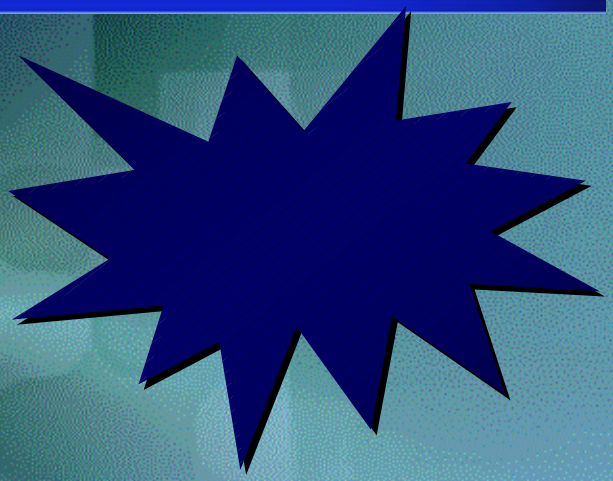
Technological Breakthroughs

- Inhaled Insulin
- PACS and IT Platforms
- Sensors: ICU in a Gurney
- Remote services: VISICU
- Physician receptivity: survey
- Telecom and Platform Convergence



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HealthTech Forecasts

- Nature of Scientific Advances
- Probable Products and Services
- Insurance, Delivery Systems Impact
- Cost & Reimbursement Considerations
- Developers & Potential Partners
- Strategic Assessment Framework
- Timelines & Wildcards

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HealthTech Forecasts

Product Offerings

- For Delivery Systems and Health Plans:
  - A Secure, Interactive Web Site
  - Annual Networking Conferences
  - A Summary Chart Book

HealthTech Forecasts

Product Offerings

- For Consumers:
  - Information About Emerging Technologies
- For Policy Makers:
  - Analyses of reimbursement and coverage barriers to the use of technology to improve safety, quality, costs and outcomes.

Contact

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Chartpack

Health Technology Center/Institute for the Future

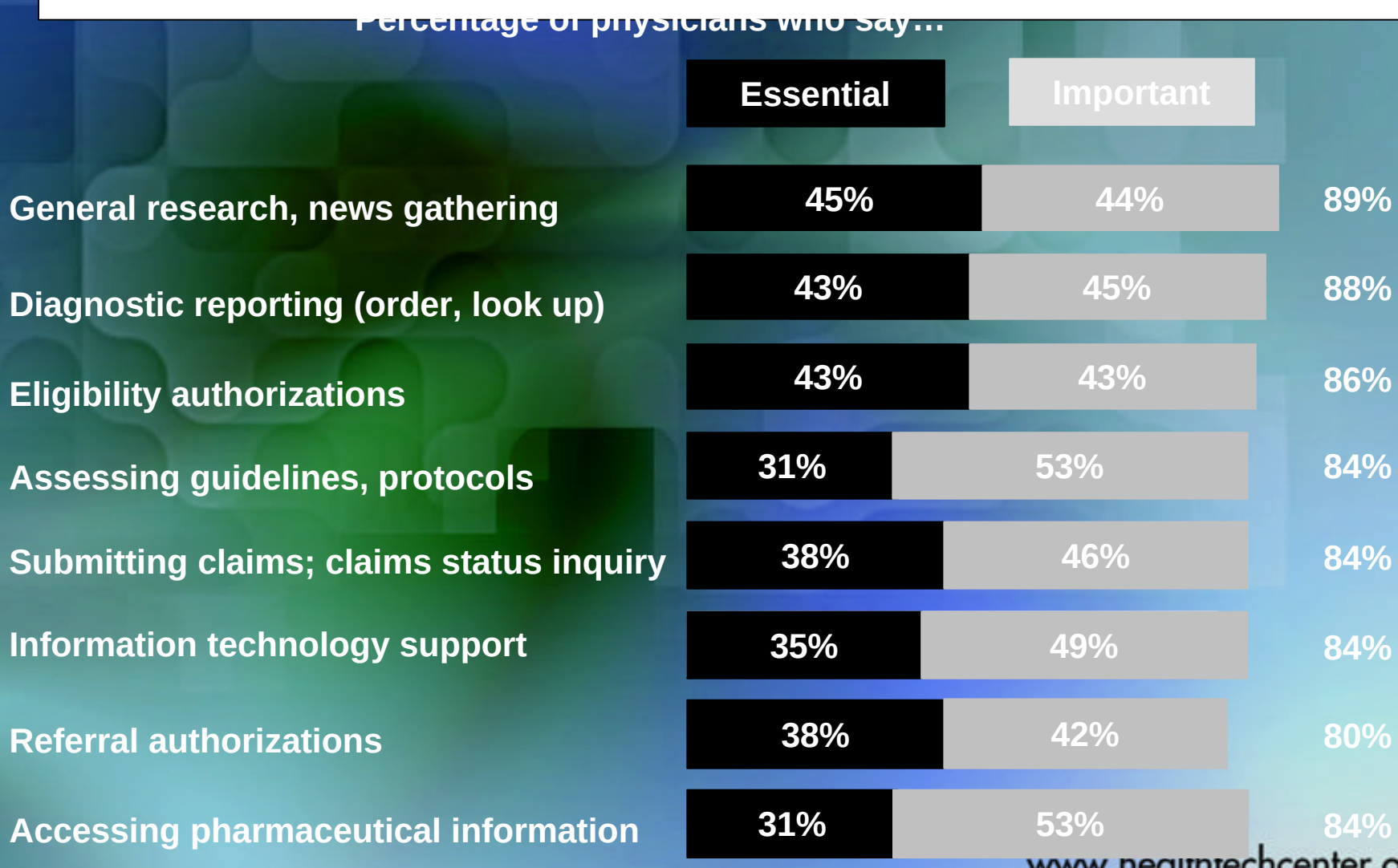
Survey:
Internet Use by Medical Groups

March 20, 2001

85% use at least one Internet-enabled application

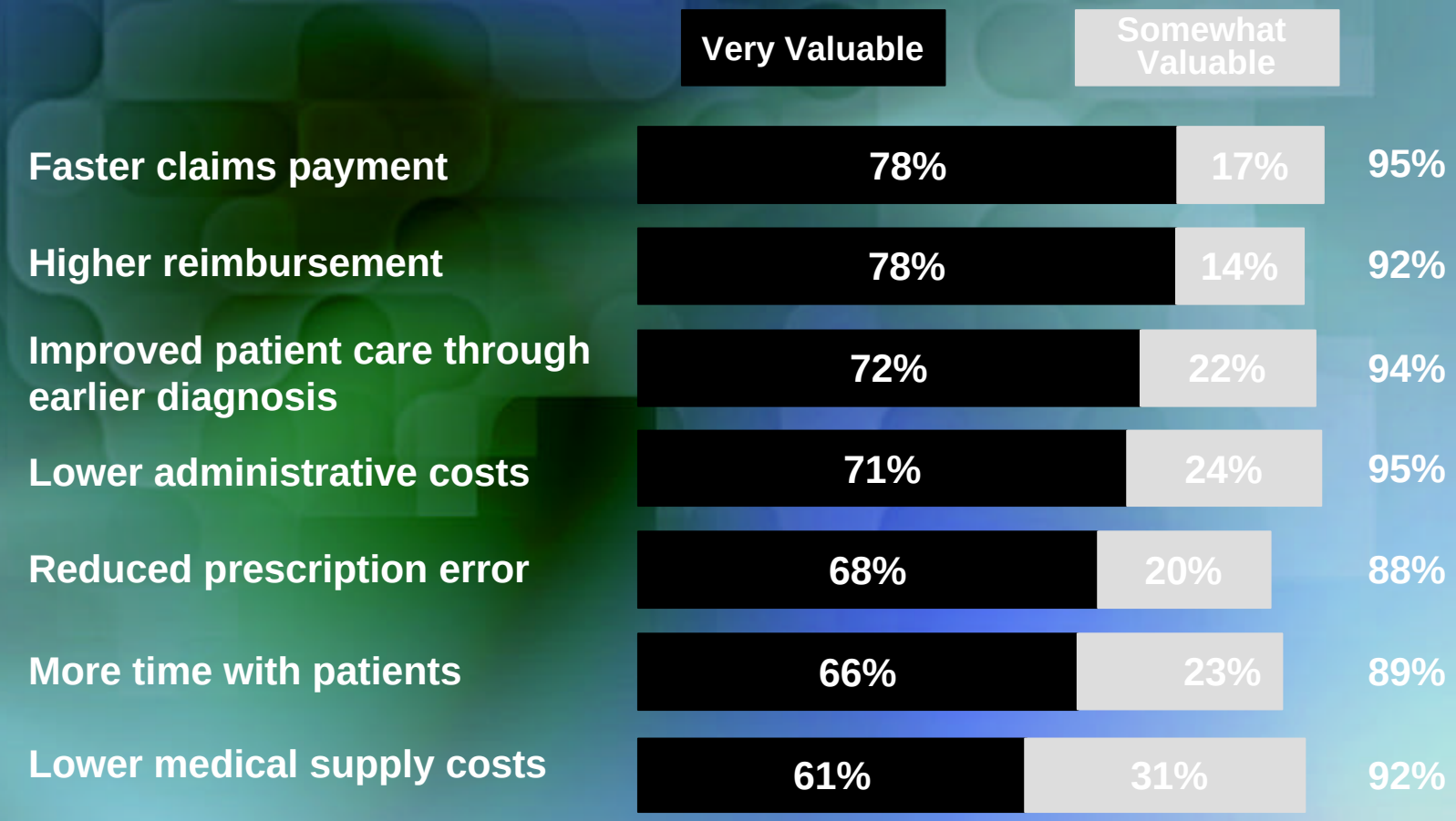
n = 215

Over 80% agreed Internet applications were essential or important



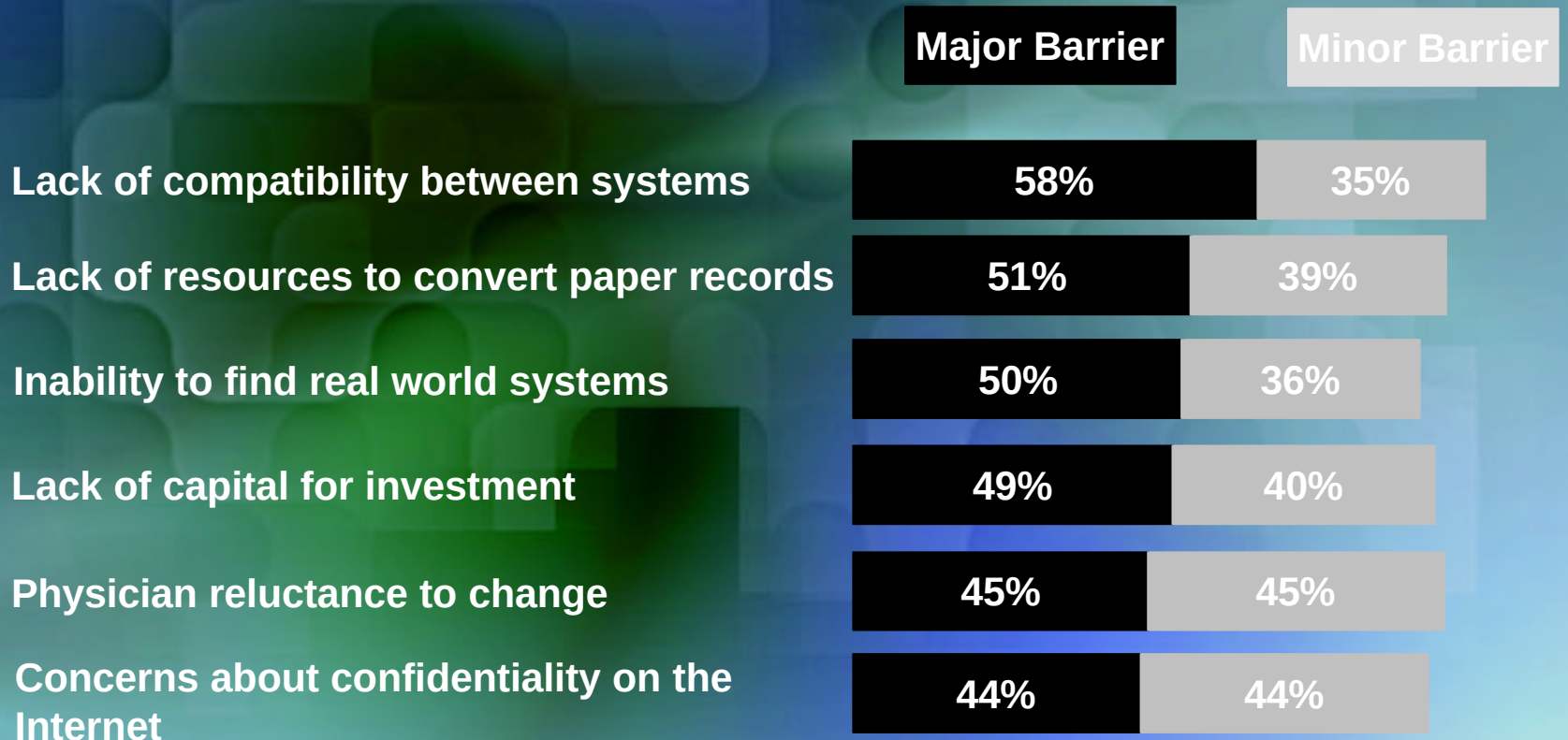
Value of Internet-enabled services: efficiency, higher reimbursement, improved quality of care

Percentage of physicians who say…



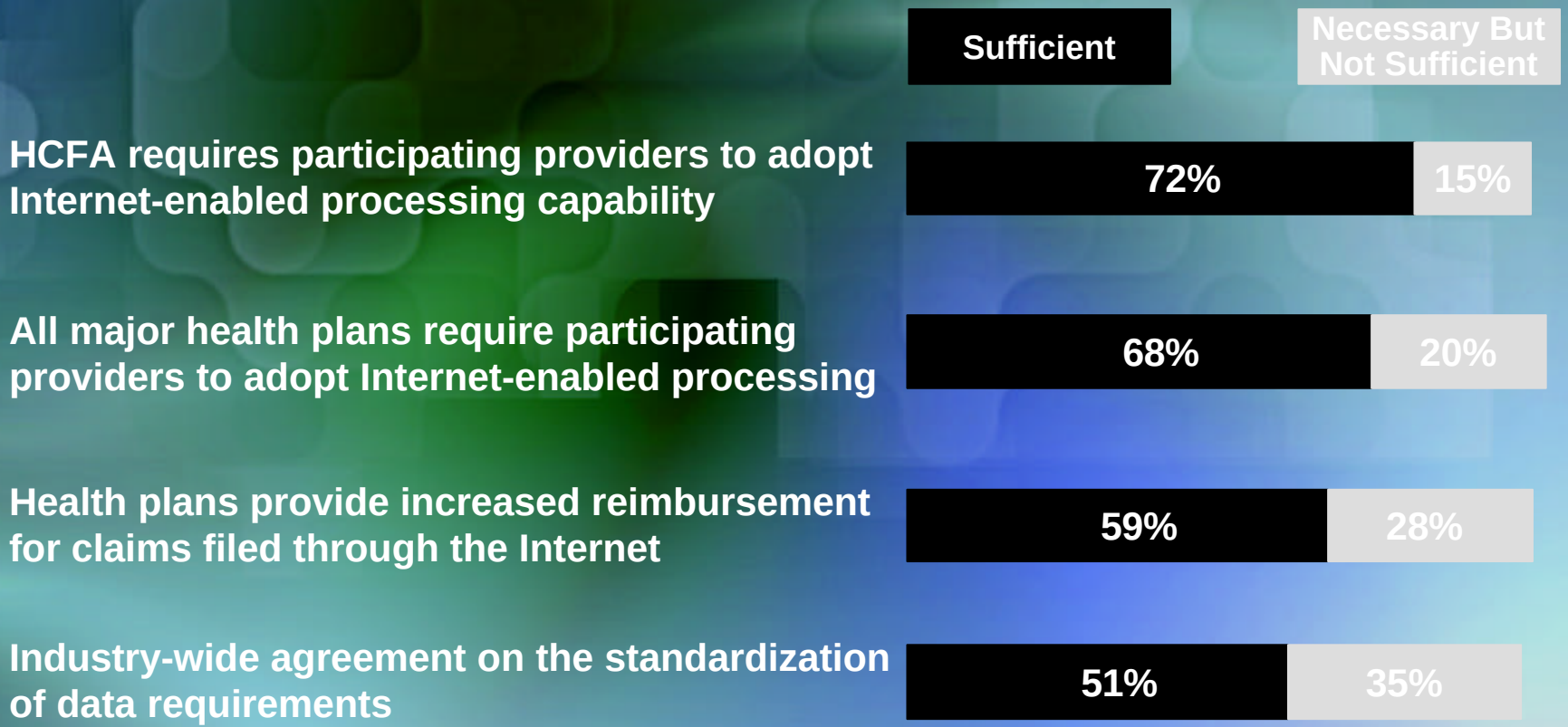
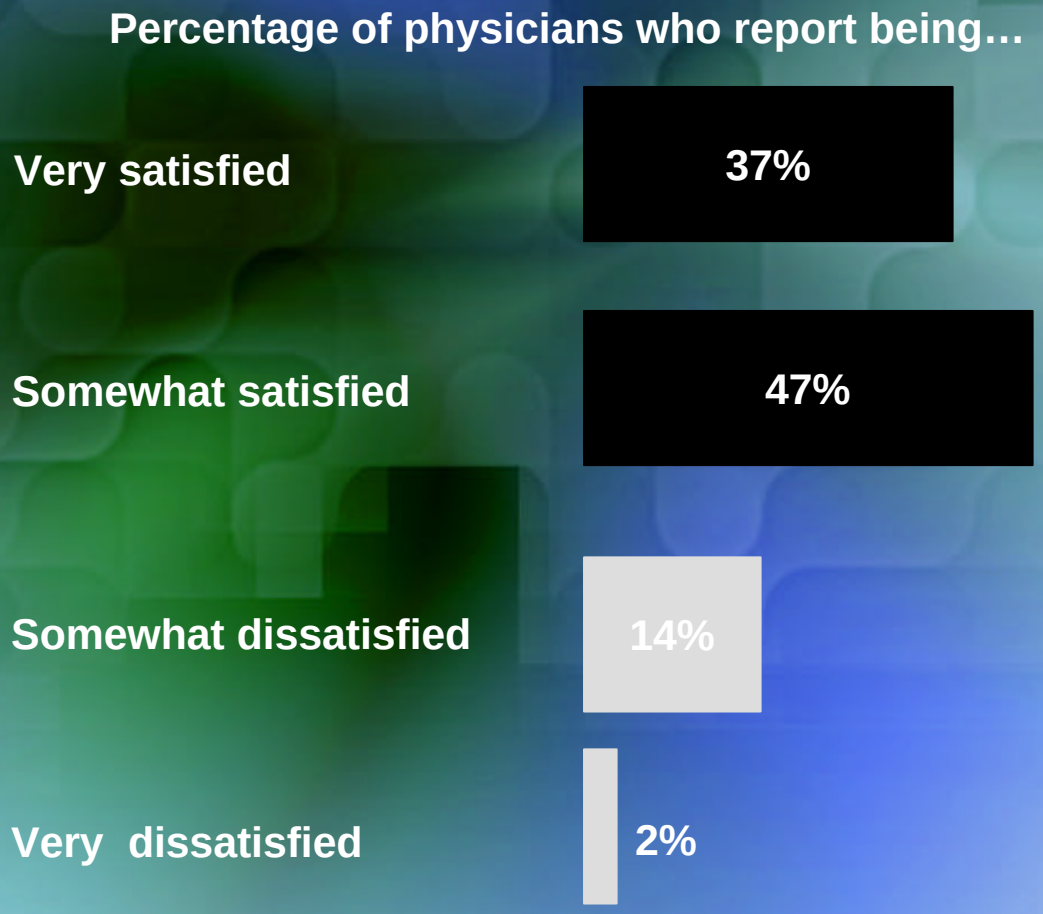
Physicians identified six barriers to broad-scale adoption of internet services

Percentage of physicians who say…



Action by HCFA and major health plans would trigger rapid adoption

Percentage of physicians who say…



85% of surveyed physicians are satisfied with their current practice organization