



TRANSFORMATION SYSTEM BY ABBOTT

LEVERAGE THE LAB FOR A HIGHER PERFORMING HEALTH SYSTEM

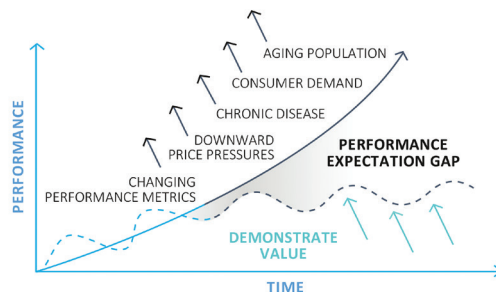
CHANGE AND RISK ARE THE NEW REALITY

THE HEALTHCARE LANDSCAPE IS EVOLVING

-  Greater information access
-  Hospital consolidation
-  Reimbursement cuts squeezing budgets
-  Increasing patient volumes
-  Staffing shortages
-  New payor models

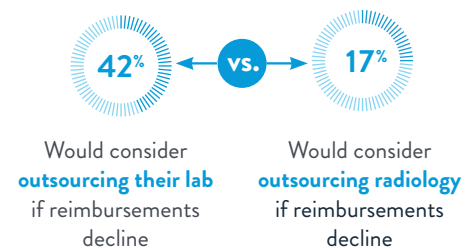
PERFORMANCE EXPECTATIONS CONTINUE TO RISE

Pressures in population, price, and changing metrics are widening the gap between performance and expectations.



LABS MAY BE AT RISK OF OUTSOURCING

More than twice as many executives would outsource labs over radiology — even though both have the same potential to contribute to the bottom line.



DO YOU HAVE THE RIGHT STRATEGIC PLAN?

“Is your lab a cost center at risk of being outsourced, or a profit center fueling transformation within your health system?”

“Do your current lab services align with the needs of future patients and stakeholders?”

“How well situated are your health system and laboratory to adapt to changing market forces, and seismic business change?”

“Does your lab have the right strategy to survive and thrive in the world of tomorrow?”

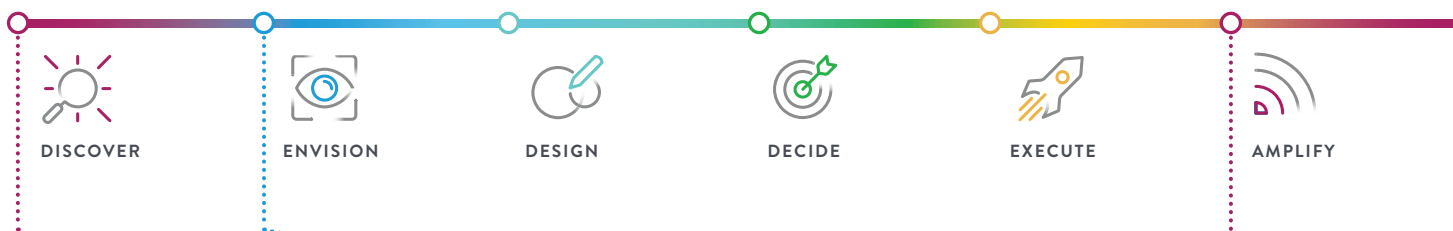
“Is your future relevancy at risk from competitors, new entrants or threats in your healthcare market?”

The reality is that it is not enough to set goals or track KPIs if those goals do not adequately account for the challenges of today and how the business of health may evolve tomorrow.



CREATE IMPACT WITH THE TRANSFORMATION SYSTEM BY ABBOTT

Abbott's proprietary, step-by-step system breaks the process of transformation into small modules, engagements, and discussions. We'll build a framework to redesign the business model to amplify performance for your laboratory and health system.



DISCOVER

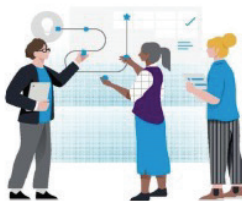
We'll examine how the vision, strategy, goals and KPIs of your lab and organization are positioned to meet the market forces, competitors, patients, and customers of today and tomorrow.



At the end of our Discover engagement, we'll deliver a **Situational Assessment** for you to make clear, sound decisions with stakeholders across your organization based on newly-formed awareness.

ENVISION

We'll align on goals and priorities, then brainstorm to find opportunities for growth, profit, and clinical value. By imagining wild success, we'll co-create a vision for your organization and lab.



In Envision, we'll work together to develop a **Strategic Plan** to not only reach your goals, but also to help you clearly communicate your plan to your key decision-makers and leadership.

AMPLIFY

We work with you on an ongoing basis to create continuous improvement in order to unlock the value of your health system and laboratory.



More than a post-deployment review, we'll collaborate to assess and refine performance. And we work to identify new opportunities to amplify your lab's value and continually build success over success.

FOR MORE INFORMATION, CONTACT YOUR
LOCAL SALES REPRESENTATIVE FROM ABBOTT