

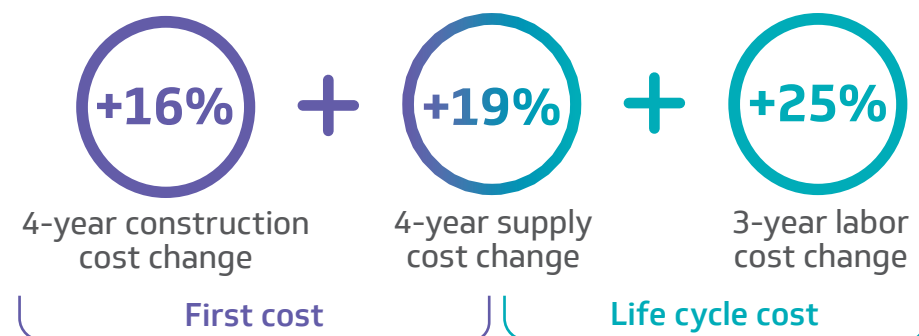
# Master planning consulting

Guiding you to a master plan that is implementable, affordable and sustainable

## Stop wasting money on buildings you don't need

Healthcare's new normal isn't pretty. Out-of-control costs. Patients tightening their wallets. Payers demanding more value. Disruptive competitors gaining market share by playing a different game at a difference pace. All the while, you're competing with the big box retailer down the street for talent.

### More buildings = more costs you can't afford



## Healthcare has transitioned from "place" to "function"

Healthcare is now forever omnichannel. Meet consumers when, where and how they want, at an affordable price, with experiences they expect, or be prepared to lose them to your competitors.



If you want to survive and thrive, it's time to ask how to get more value out of every investment, including your buildings.

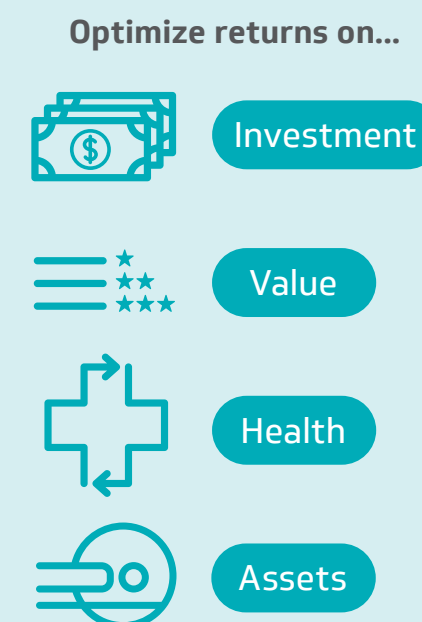
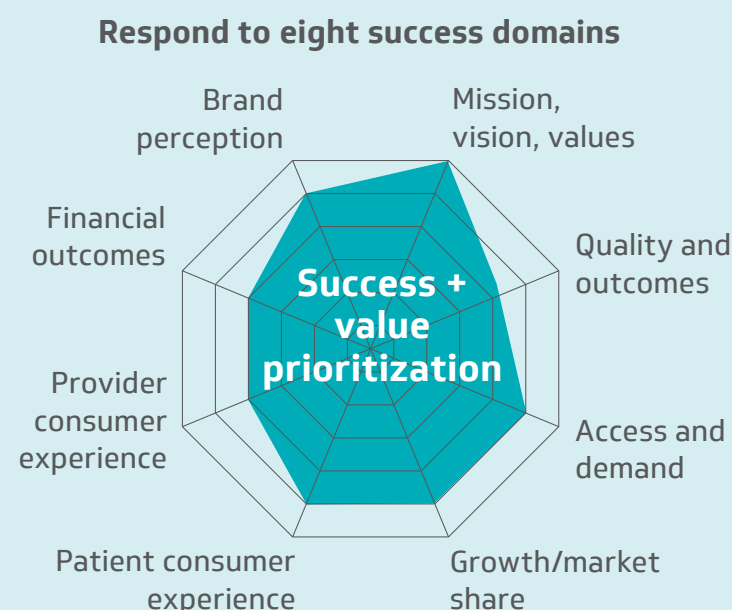
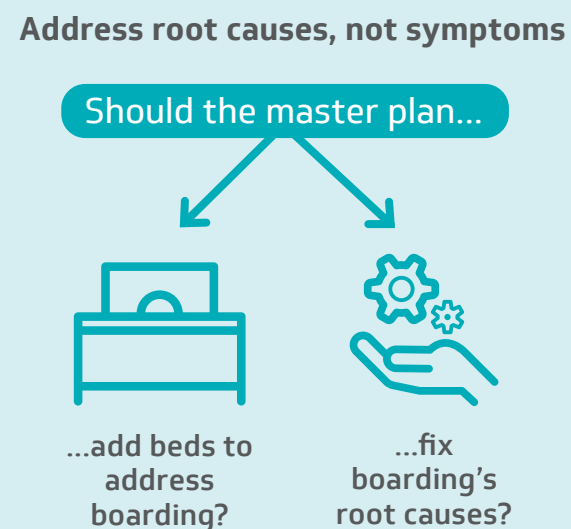
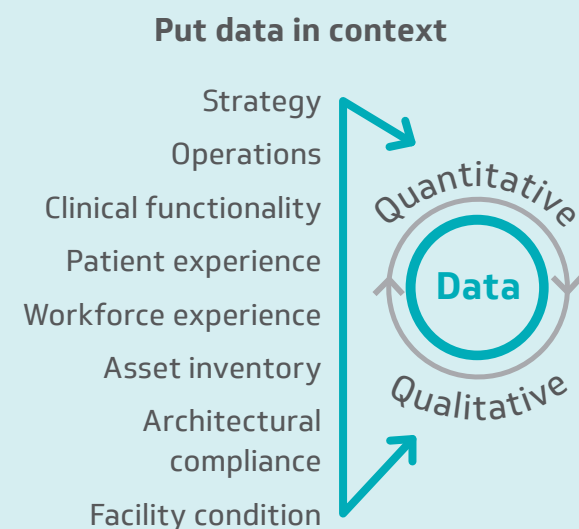
## Three reasons master plans fail

Master planning that pitches strategic plans, volume projections and capacity analyses over the fence to the architects doesn't deliver the value it should. It never did. It never will.

1. A lot of data, but not a lot of context to explain the "why"
2. Apply building solutions to challenges better solved through process, workforce and/or technology
3. Recommend projects that cannot withstand business case analysis



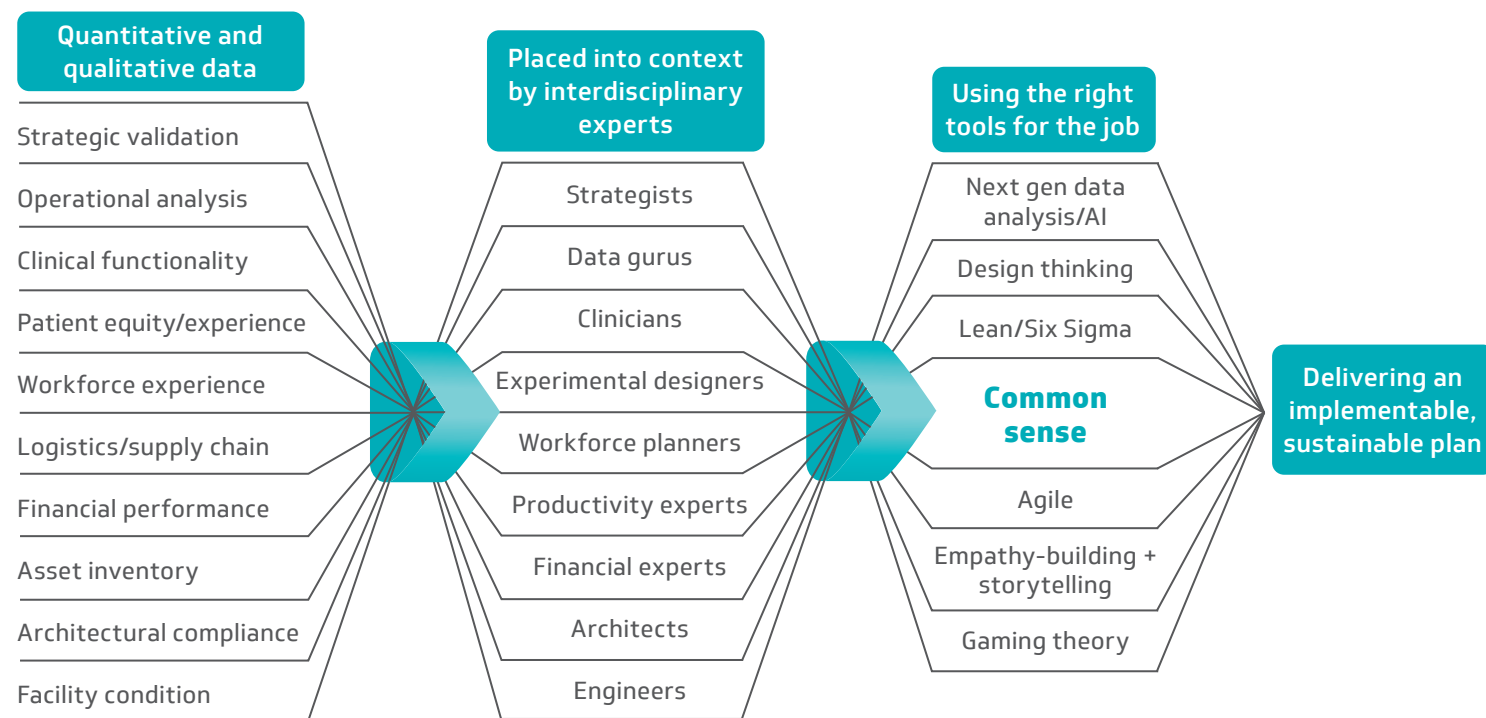
## High-impact master planning should...



## High-impact planning needs a high-impact team

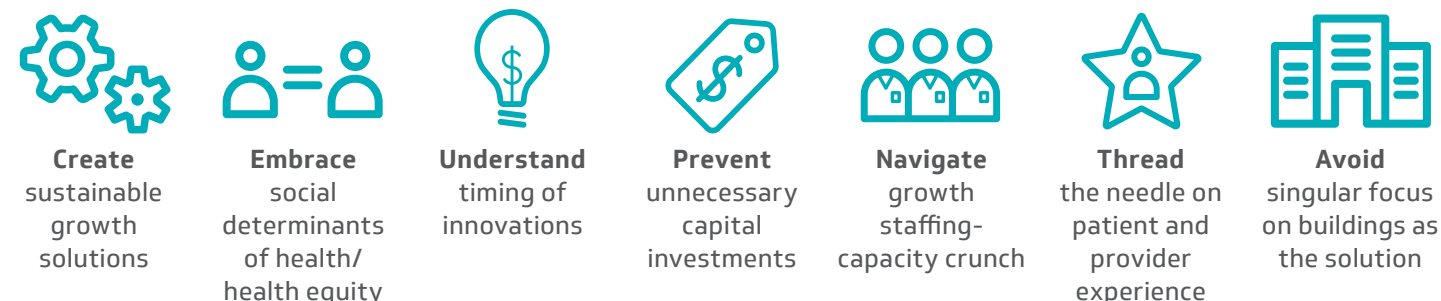
A proficient consultant, architect, engineer or healthcare planner can create environments that serve their purpose. They might understand the “how” of form and function, but do they understand the “why” behind it? Vizient’s master planning team leverages experts from every discipline to look at challenges, root causes and the path forward.

**Our goal: develop actionable, sustainable solutions that understand and address implementation barriers.**



## Planning for actionable results

Vizient designs innovative solutions that empower health systems to do more of what they do best: deliver exceptional care to their patients. **We achieve this by guiding you to:**



## Our 5-step master planning approach

Leveraging design thinking, lean principles, agile, service design, financial modeling and common sense, we amass quantitative and qualitative data placing it into context. Our No. 1 goal is to identify the challenges that need to be solved as you consider where to invest your limited capital. As the industry’s foremost expert on where healthcare is going, Vizient’s master planning team is highly adept at answering the question, “so what?” So, what does the future mean for how you will deliver healthcare tomorrow? **So, how will tomorrow’s care delivery inform how you need to plan and organize yourself?**



## Solutions advancing performance and value

Trusted by 97% of the academic medical centers and more than 60% of community health systems across America, Vizient has more and more diverse healthcare planning experience than any organization out there, period. It’s not only what we do, but how we do it that sets us apart. How we do it is by shifting master planning away from “place” and to “function.” **Our results speak for themselves.**

**40**

Immediate reduction in bed need for LOS outliers through volume redistribution

**35%**

Inpatient bed reduction potential by rethinking approaches to equity needs

**17%**

Inpatient days reduction opportunity by implementing a Hospital at Home program

**\$6.6M**

Annual labor costs reduction opportunity tied to inpatient boarding

**\$500M**

Potential savings from avoidable bed tower project

**60%**

Reduction in 10-year capital investment compared to previous master plan



**Let’s talk!**

Discover how our team can help you develop a master plan that is implementable, affordable and value-driven.

[vizientinc.com](http://vizientinc.com) | [consulting@vizientinc.com](mailto:consulting@vizientinc.com)