Glenn Steele, Jr., MD, PhD
President & CEO
Geisinger Health System

Geisinger Health System
An Integrated Health Service Organization

Provider Facilities
- Geisinger Medical Center and its Shamokin Hospital Campus
- Geisinger Wyoming Valley Medical and its South Wilkes-Barre Campus
- Geisinger Community Medical Center, Scranton, PA
- Geisinger-Bloomsburg Hospital
- Geisinger-Lewistown Hospital
- Marworth Alcohol & Chemical Dependency Treatment Center
- 2 Nursing Homes
- >87K admissions/OBS & SORUs
- 1,761 licensed inpatient beds

Managed Care Companies
- ~468,000 members (including ~80,000 Medicare Advantage members and 124,000 Medicaid members)
- Diversified products
- ~37,000 contracted providers/facilities
- 43 PA counties
- Offered on public & private exchanges
- Members in 5 states

Physician Practice Group
- Multispecialty group
- ~1050 physician FTEs
- ~970 advanced practitioners
- 85 primary & specialty clinic sites (52 community practice)
- 2 outpatient surgery centers
- >2.5 million outpatient visits
- ~400 resident & fellow FTEs
- ~270 medical students

Moody’s A2/Stable
Standard & Poor’s, AA/Stable
Strategic Priorities

Quality and Innovation
- Patient Centered Focus
  - Patient activation (empowerment)
  - Culture of quality, safety and health
- Value Re-Engineering

Market Leadership
- Extending the GHS Brand
- Scaling and Generalizing Innovation

The Geisinger Family
- Personal and professional well being

Scaling and Generalizing “Experiments”

GHS / GIO / xG
(Geisinger Health System / Geisinger Insurance Operations / xG)
Scaling and Generalizing – Experiments
(Geisinger Health System / Geisinger Health Plans / xG)

**GHS:**
- Wilkes-Barre
- Scranton
- Shamokin
- Lewistown
- Bloomsburg
- Harrisburg
- Atlantic City

**GHPs:**
- Medicaid MCO
- HIX*
- New Jersey
- Delaware
- Maine
- West Virginia
- 29 Clients

*Health Insurance Exchange

- Volume → Value
- Population Risk Sharing (i.e., Integrated Care)
- Total Cost of Care Focus (i.e., Non-Hospital Centric)
- Reference Pricing
- Consolidation of Provider Markets
  - (monopoly games or real value production)
- Consolidation of Payer Markets
  - (no more cost shift?)
- Vertical Consolidation Experiments
# of Units of Work ↓ + Price ↓ / Unit

Key Drivers

- Fiduciary behavior change
- Health System leadership behavior change
- Provider behavior change
- Patient behavior change
- Regulatory behavior change
ACA Effects

→ Public Payers
→ HIX (Health Insurance Exchange)
→ Commercial Insurance
  ▪ Mid-sized Business
  ▪ Small Business
  ▪ Self Insured

Next Steps

➢ Transition to New Business Models
➢ There will be Winners & Losers