

VANTAGEPOINT

Insider's View of Healthcare

Insights • Market Intelligence • Clear Direction

As a key player in the healthcare industry, you, your board and your leadership team need to have the critical and timely information necessary to make the right strategic decisions.

VantagePoint is a series of executive-level presentations packed with proprietary market intelligence and industry insights to help healthcare leadership teams and boards of directors assess, develop and validate strategic initiatives and decisions.

Three Reasons Why Clients Engage in VantagePoint

- **Educational Value:** Ensure boards have an understanding of the complexities and changes shaping the healthcare industry so they can bring support and resources to the executive team.
- **Validating Strategic Direction:** Support executives' direction and decisions to assure the board and leadership team that plans are valid and sound.
- **In Need of Direction:** Turning underdeveloped strategic direction into key incremental business initiatives.

VANTAGEPOINT

Executives and boards of directors leverage VantagePoint and our unique access to industry thought leaders and market intelligence to improve their strategic position and fully understand the opportunities and challenges facing their companies.

Key components and topics of VantagePoint are:

- Healthcare industry drivers and hurdles. The factors and companies moving the industry and the challenges ahead.
- Deep dive of industry trends and market intelligence. How are companies being impacted by these trends and how are they adapting.
- Innovative business models. Companies are creating new models aligning with the healthcare market trends. Get the inside track through case studies on who is innovating.
- Legislative changes. Complex legal changes to the healthcare environment are already in play. A discussion of what to expect and how to take advantage of the opportunities.
- Tailor fit presentation. A customized presentation and discussion to fit your needs.

How it Works

- Our VantagePoint presentations are typically 2 – 2.5 hours in length, allowing enough time to present the key information and engage in valuable discussion.
- We'll spend time with you prior to the VantagePoint engagement to gather crucial information to customize the program and develop actionable questions to consider.
- VantagePoint is delivered in-person or via webinar; however, we have found the in-person discussions generate a better strategic dialogue.