

# The Periodic Table of Membership

*Combine the elements of best practice*

Internal Facing Document Only

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|--|--|--|--|---|--|---|--|---|--|--|--|--|--|---|--|---|--|---|--|
| <div><div><div>BOS</div><div>Reducing Accounts Receivable Days, Managing Payments from Uninsured Populations</div><div>PT</div></div></div>                              |  |  |  |   |  |   |  |   |  | <div><div><div>AudRx</div><div>Consumer-Driven or Patient Driven Growth, Digital Marketing Strategy</div><div>PT</div></div></div>               |  |  |  |   |  |   |  |   |  |
| Internal Facing Document Only  |  |  |  |   |  |   |  |   |  |  |  |  |  |   |  |   |  |   |  |
| <div><div><div>EEI</div><div>Staff Productivity, Action Planning, ROI From Engagement Surveys</div><div>RI</div></div></div>   |  | <div><div><div>FLC</div><div>Margin Management, Capital Strategy, Risk-Based Contracting</div><div>RI</div></div></div>                                      |  | <div><div><div>ABF</div><div>High-Potential Leaders, Succession Planning, Comprehensive Leadership Development</div><div>TD</div></div></div>                       |  | <div><div><div>CCC</div><div>Reduce Costs while Improving Quality, Enhance Physician Engagement, Meet the OPPE Mandate</div><div>PT</div></div></div>               |  | <div><div><div>CCM</div><div>Care Management Workflow</div><div>PT</div></div></div>  |  | <div><div><div>CIO</div><div>Clinical Technology and EMR Decision/ Implementation Support, Meaningful Use</div><div>RI</div></div></div>         |  | <div><div><div>CMGA</div><div>Medical Group Strategy, Physician Incentives and Productivity, Ambulatory Margins</div><div>PT</div></div></div>                             |  | <div><div><div>Crimson Connect</div><div>Leveraging Mobile Technology to Communicate with and Engage Physicians</div><div>PT</div></div></div>              |  | <div><div><div>HCAB</div><div>Strategic Guidance, Retaining Independence as a Community Hospital, Partnerships and Affiliations</div><div>RI</div></div></div>            |  | <div><div><div>HealthPost</div><div>Capture New Patients, Real-Time Online Scheduling,</div><div>PT</div></div></div>                           |  |
| <div><div><div>HP24</div><div>Point of Service Cash Collections, Credit Card Processing</div><div>PT</div></div></div>   |  | <div><div><div>HPM</div><div>Margin Improvement, Workforce Strategy, Case Management</div><div>CM</div></div></div>  |  | <div><div><div>HRAC</div><div>Recruiting and Retaining Staff, Performance Management, Staff Engagement</div><div>RI</div></div></div>                               |  | <div><div><div>CMR</div><div>Referral Management, Network Integrity, Network Development</div><div>PT</div></div></div>   |  | <div><div><div>CPRM</div><div>Risk Stratification, Quality Reporting, Population Health Management Analytics</div><div>PT</div></div></div> |  | <div><div><div>CR</div><div>Readmissions, CV Care Coordination, Length of Stay</div><div>RI</div></div></div>                                    |  | <div><div><div>CLINOVACTIONS<br/>Implementation</div><div>HIT/EHR Selection and Go-live, EHR Strategy and Implementation, EHR Stabilization</div><div>CM</div></div></div> |  | <div><div><div>IPP</div><div>Outpatient Imaging, Screen Programs, Imaging Quality, Payer and Regulatory Policy, Imaging Cost</div><div>RI</div></div></div> |  | <div><div><div>IRPE</div><div>Patient Experience, Increasing Patient Loyalty, Enhancing Employee Engagement</div><div>PT</div></div></div>                                |  | <div><div><div>Planning 20/20</div><div>Market Share, Strategy, Planning</div><div>PT+RI</div></div></div>                                      |  |
| <div><div><div>PayNav</div><div>Creating Patient Estimates, Automating Insurance Authorizations, Increasing POS Cash Collections</div><div>PT</div></div></div>          |  | <div><div><div>PDI</div><div>Improve Documentation to Increase Reimbursement, Engaging Physicians in Documentation</div><div>CM</div></div></div>            |  | <div><div><div>PEI</div><div>Physician Loyalty, Hospital-Physician Alignment, Physician Engagement</div><div>RI</div></div></div>                                   |  | <div><div><div>LD</div><div>Skill Development, Leadership Development Strategy, Foundational Management Skills</div><div>TD</div></div></div>                       |  | <div><div><div>LDP</div><div>Physician Alignment, Non-Clinical Skill Development, Culture Change</div><div>TD</div></div></div>             |  | <div><div><div>CLINOVACTIONS<br/>Life Sciences</div><div>EHR Brand Strategy, EHR Education, IDN Partnerships</div><div>CM</div></div></div>      |  | <div><div><div>MGSC</div><div>Forecasting for Future Employment, Roles in the Health Care Value Chain, Aligning Strategic Objectives</div><div>RI</div></div></div>        |  | <div><div><div>NEC</div><div>Patient Experience, Nursing Workforce, Care Coordination</div><div>RI</div></div></div>  |  | <div><div><div>CLINOVACTIONS<br/>Optimization</div><div>Hierarchical Condition Categories, Annual Wellness Visits, Evidence Based Guidance</div><div>CM</div></div></div> |  | <div><div><div>Strategy</div><div>Retail Strategy, Consumer Engagement, Specialty Pharmaceuticals</div><div>CM</div></div></div>                |  |
| <div><div><div>PIC</div><div>Streamline Denials and Underpayment Workflow, Maximizing Yield from Payers and Contracts, Denials Management</div><div>PT</div></div></div> |  | <div><div><div>Philanthropy</div><div>Fundraising Campaigns, Managing Major Gifts, Integrating Out-of-Industry Best Practices</div><div>RI</div></div></div> |  | <div><div><div>Price Transparency</div><div>Consumerism, Price Transparency Strategy, Patient Financial Experience</div><div>CM+PT</div></div></div>                |  | <div><div><div>Revenue Cycle</div><div>Patient Financial Experience, Pro-Fee Revenue for Medical Groups, Integrated Cycle Management</div><div>CM</div></div></div> |  | <div><div><div>OR</div><div>Patient Navigation, Survivorship, Tumor Site Strategy</div><div>RI</div></div></div>                            |  | <div><div><div>PEC</div><div>Physician-Health System Relations, Medical Staff Cost Reduction, Care Transformation</div><div>RI</div></div></div> |  | <div><div><div>PEF</div><div>Drug Costs, Specialty or Retail Pharmacy, Medication Therapy Management</div><div>RI</div></div></div>  |  | <div><div><div>PHA</div><div>Understanding Capabilities Needed to Manage Populations, Staffing and Organization Guidance</div><div>RI</div></div></div>     |  | <div><div><div>Physician Services</div><div>Practice Management, Service Line Strategy, Physician Productivity</div><div>CM</div></div></div>                             |  | <div><div><div>Value-Based Care</div><div>Managing Clinical Integration, Developing a Population Health Strategy</div><div>CM</div></div></div> |  |
| <div><div><div>ROC</div><div>Revenue Capture Improvement, Documentation Benchmarking, Prevent Take Backs</div><div>PT</div></div></div>                                  |  | <div><div><div>SPC</div><div>Reduce Surgical Supply Cost Variation, OR Efficiency, Surgeon Engagement</div><div>PT</div></div></div>                         |  | <div><div><div>SPS</div><div>Non-Labor Spend and Contract Management, Physician Preference Item Spend, Group Purchasing Organization</div><div>CM</div></div></div> |  | <div><div><div>CIC</div><div>Sales Transformation, Pharmaceutical, Medical Technology, Biotech</div><div>RI</div></div></div>                                       |  | <div><div><div>FPF</div><div>Real Estate, Architects, Facility Design and Planning</div><div>RI</div></div></div>                           |  | <div><div><div>HCIC</div><div>Consulting Firms, Lenders / Banks, Marketing and PR Firms</div><div>RI</div></div></div>                           |  | <div><div><div>HCIT</div><div>Telemedicine, Health Care Technology</div><div>RI</div></div></div>  |  | <div><div><div>HPAC</div><div>Medicare Advantage, Provider-Sponsored Plan, Care Management</div><div>RI</div></div></div>                                   |  | <div><div><div>PACC</div><div>Skilled Nursing Facility, Post-Acute Care, Home Health</div><div>RI</div></div></div>   |  | <div><div><div>PPR</div><div>Independent Physician Practice, Medical Group, Multi-specialty</div><div>RI</div></div></div>                      |  |