



# Flipping the M&A Switch: Innovative Integration Strategies



**OSF**<sup>®</sup>  
HEALTHCARE

Sister Diane Marie  
*"The Boss"*

Jim Mormann  
*Chief Executive Officer,  
Integrated Solutions*  
*Chief Information Officer,  
OSF HealthCare*



**126**

Locations, Including 13 Hospitals

**750**

Employed Physicians

**456**

Advanced Practitioners

**20,480**

Mission Partners

**222,782**

Home Health Annual Visits

**1,617,245**

Outpatient Visits

**1,795,627**

Physician Enterprise  
Office Visits

**64,652**

Inpatient Admissions

**2,182**

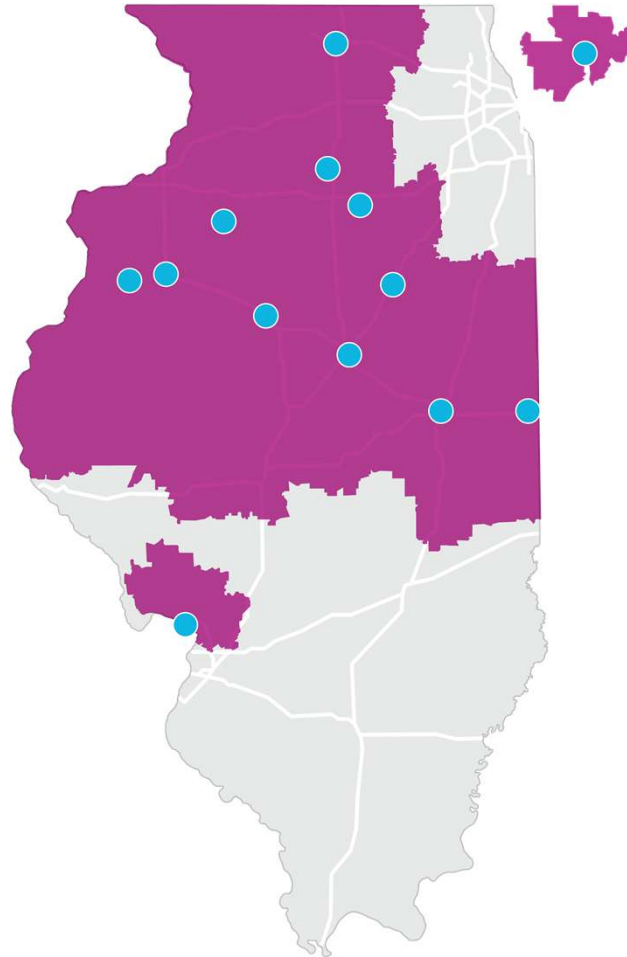
Hospice Patients

**785,210**

Persons Served

**\$2.5 Billion**

Net Revenue



## MISSION

In the spirit of Christ and the example of Francis of Assisi, the Mission of OSF Healthcare is to serve persons with the greatest care and love in a community that celebrates the gift of life.



FY17 Utilization Figures



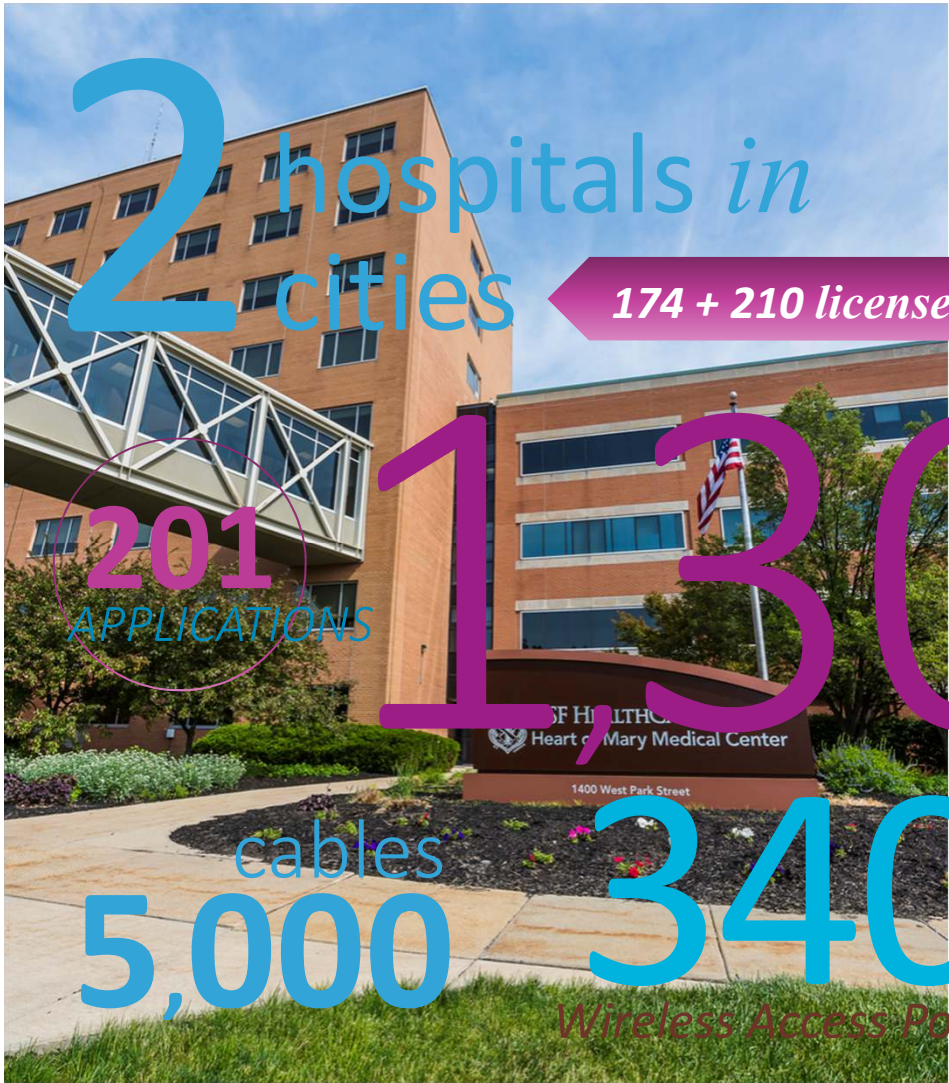
*How to be an*

# OVERNIGHT SUCCESS



*Think*

**BIG.**



2 hospitals in cities

174 + 210 licensed beds

201 APPLICATIONS

1,300

cables  
5,000

340

Wireless Access Points



DEVICES  
9,830

+ new  
Mission  
Partners

data  
34  
closets

159  
IT Contracts

10.5  
hours *to* implement



4 hours  
downtime *for* cutover









*Be*  
**DIFFERENT.**

# Looking *for* opportunities...



*18 – 24 month  
integration process*



*1 integration event +  
1 conversion event*



*Cost of continuing  
and supporting  
existing applications*



*Supporting non-  
standard platform  
until conversion*



*Taking on  
existing records,  
debt, liabilities*



*Non-standard  
inventory*



*Contract compliance*



*Security risk*

*...to improve the experience*



*Minimize downtime*



*Minimize technical implications*



*Seamless continuation of clinical care*

...to improve *the* experience



*Eliminate legacy  
EMR conversion*



*Seamless employee  
assimilation*



*Materials inventory  
consolidation &  
contract compliance*

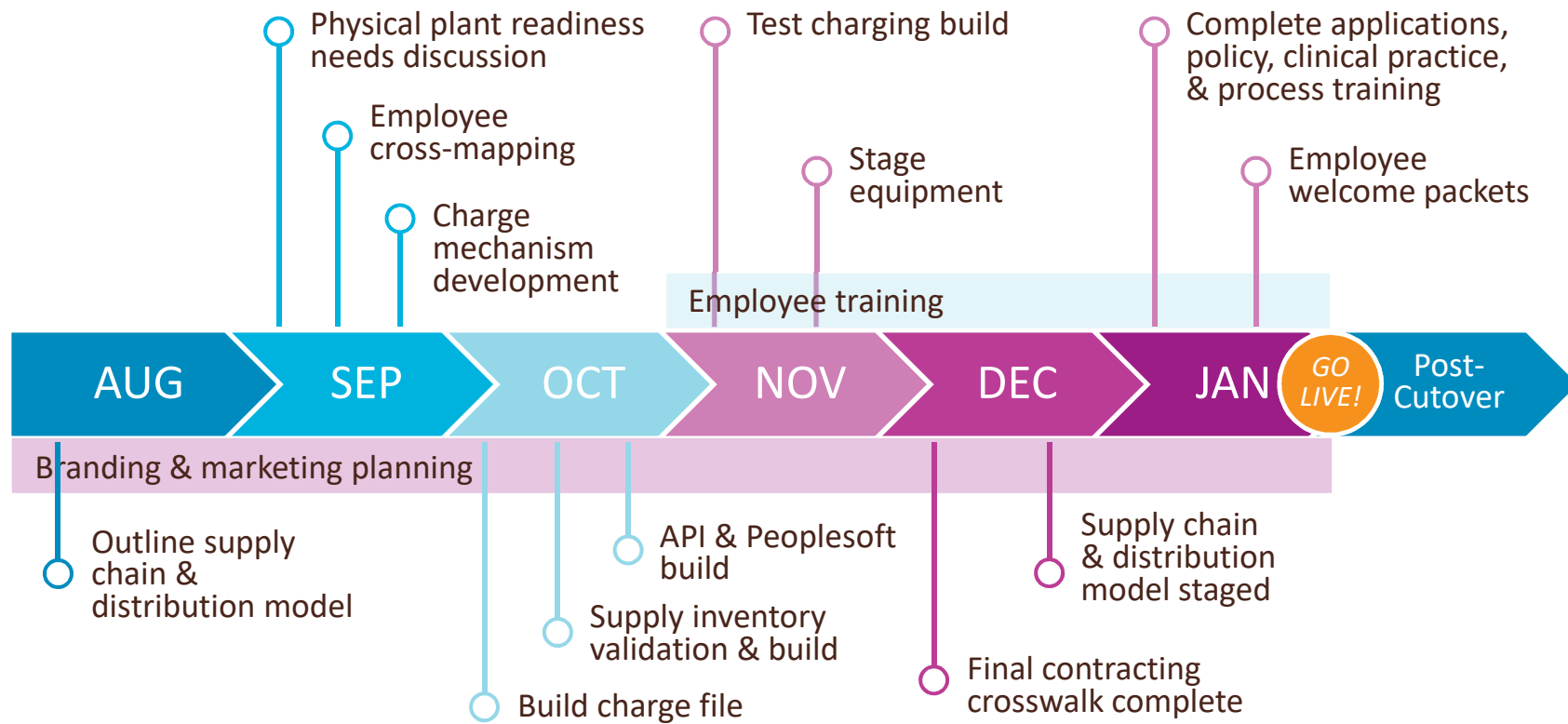


*Work*

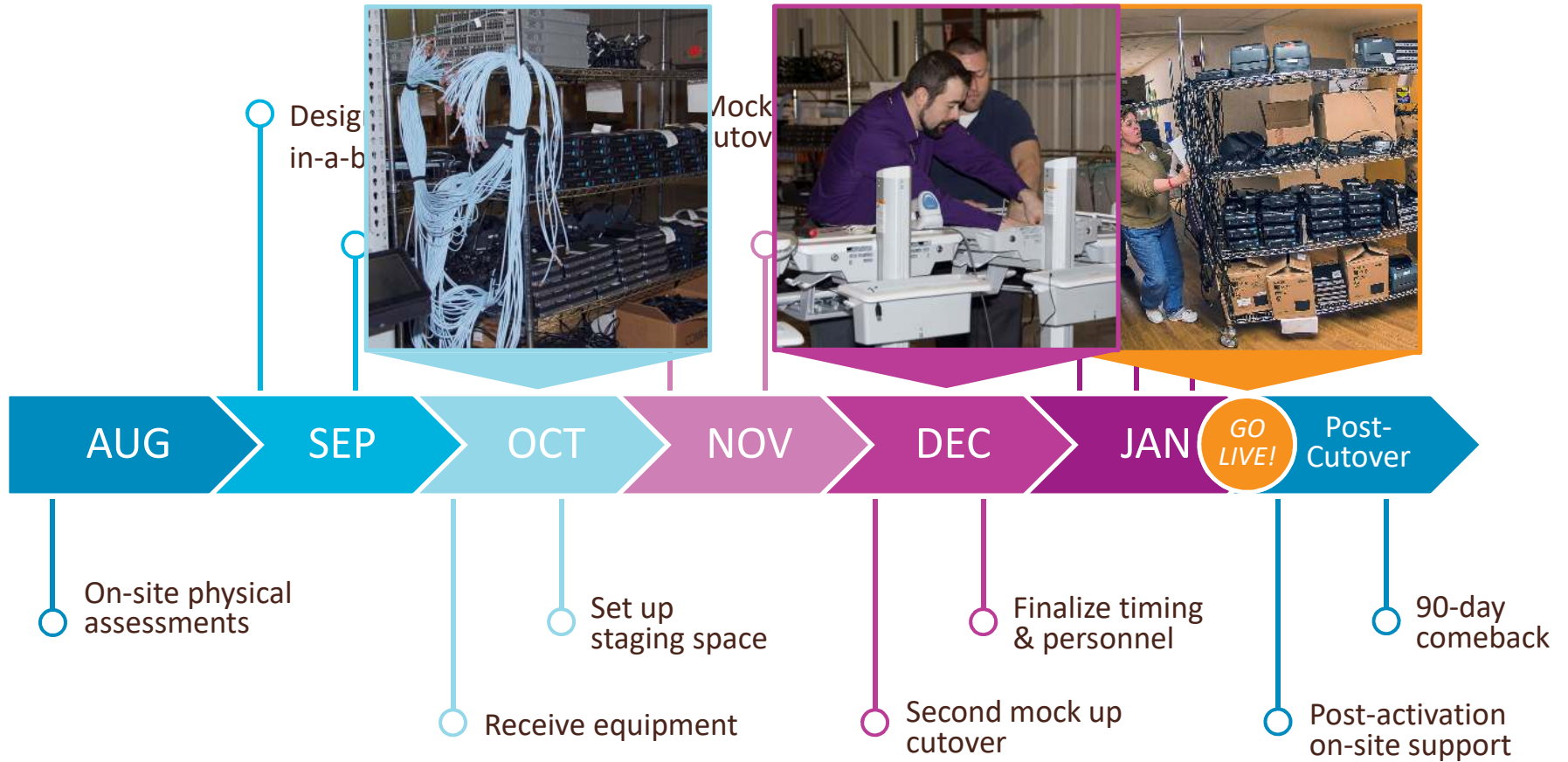
**SMARTER**

*(not harder).*

# Six Months *to* Go Live



# Six Months *to* Go Live







*7 tips to get*

**STARTED**

- 1) *Start with leadership buy-in and ownership*
- 2) *Negotiate space and time upfront*
- 3) *Gain commitment for workforce engagement throughout duration*
- 4) *Understand contracting implications*
- 5) *Empower your team to own it*
- 6) *Account for every minute*
- 7) *Equip leaders with peer mentors and experienced at-the-elbow support*



# QUESTIONS?



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