



THE INTEGRATION IMPERATIVE

INNOVATION + CLINICAL CARE + SUPPLY CHAIN

The MD Perspective on Clinical Integration Polling Results

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Question	Answers	Percentages	Votes
Is the term “Clinically Integrated Supply Chain” a game changer or a buzzword?			
	Game Changer	38	34
	Buzzword	62	56
How would you assess your own organization’s level of clinical integration?			
	Not even on the radar	1	1
	Heard of the term, still trying to understand what it means	21	18
	Researching and actively exploring our strategy and approach	34	29
	Actively making changes to achieve the benefits of clinical integration	35	30
	Already there....ask me how!	8	7
What is the most important enabler of clinical integration?			
	Administrative-Clinical Alignment	11	11
	Supply Chain-Physician-Manufacturer Alignment	15	15
	Alternative Payment Models	4	4
	Data and Analytics	20	20
	Trust among stakeholders	46	47
	Other	5	5
How prepared is the healthcare industry, specifically the supply chain, for a multi-sided platform?			
	Not at all and NEVER will Be	3	3
	Not yet...but could happen	89	82
	The Time is NOW	8	7
Beyond payment models shifting significantly to value-based payments, are there other levers to pull to accelerate clinical integration sooner ?			
	Better quality lowers costs to deliver care	17	13
	Need to start now to create healthier future patient populations	8	6
	Rising consumer demands for quality/price transparency	42	32
	Need to understand how costs relate to quality	24	18
	Imperative to reduce waste	7	5
	Other	3	2
	There are no other levers	0	0