



## **Healthcare Bundles**

Bundles solve the healthcare dilemmas that today's consumers face by combining care, financing, and engagement for the entire care cycle.





The consumer faces confusing choices, unpredictable outcomes, and indecipherable, high prices

**ACO** 3rd

MEDICAL **HOME** 2nd



Healthcare in the **Future** 



The consumer is able to make more informed choices and count on more predictable, consistent outcomes, experiences, and prices

Payors and providers rank bundles 1st in affordability among care delivery models

Dedicated care coordinators and decision support

**Defined** care pathways Clear pricing linked to risk

Valueadded Bundle features **Features** and

Bundles are the best solution because they both focus on the consumer and are market-driven

Please find additional articles and insights on this topic at www.strategyand.pwc.com/global/bundled-healthcare

services



### All stakeholders benefit when care is focused on the consumer

Fewer claims rejected Ability to market new,

Fewer zero-sum differentiated offerings

negotiations

Ability to offer more compelling and affordable products



**HOSPITAL** Better partnership

**PHYSICIAN** 

Incentives aligned with outcomes

ability to engage Ability to market new,

Better support and

Fewer claims rejected Fewer zero-sum negotiations

CONSUMER

### Ability to offer more affordable healthcare benefits **EMPLOYER**

differentiated offerings

# find the concept of bundles appealing

Percentage of industry stakeholders who



**PHYSICIAN** 

~50%

CONSUMER

~74%

**EMPLOYER** 

~73%

PAYOR ~80%

bundles like their results and want to expand their efforts >80% 40%

Hospitals that have tried

### of hospitals want to

increase the number of procedures, care settings, and partners included in bundles

>50%

### of hospitals

reporting savings achieved savings of 5% or more

#### of hospitals with bundle experience have improved

patient engagement, increased alignment with physicians, and further reduced administrative costs

also find value in bundles

Payors and employers

57%

of physicians say they will adopt bundles if their

including the design and implementation of care bundles.

to lower overall costs, provide access to higherquality care, and improve employee productivity

Employers expect bundles

60% of payors with

bundles will expand their bundling efforts

payors adopt them as well Strategy& works with payors and health systems on their most pressing strategic issues,

We conduct proprietary research on the attitudes toward and perceptions of care bundles through an annual, multi-stakeholder survey.



is a separate legal entity. Please see www.pwc.com/structure for further details.