

Quality and Money: Mutually Exclusive or Inclusive?

A Global Perspective on Healthcare Value

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The Global Healthcare Challenge



Patients Want

Better outcomes
Quality of life
Recovery



Systems Need

Sustainability
Cost control
Efficiency
Predictability



Can We Achieve

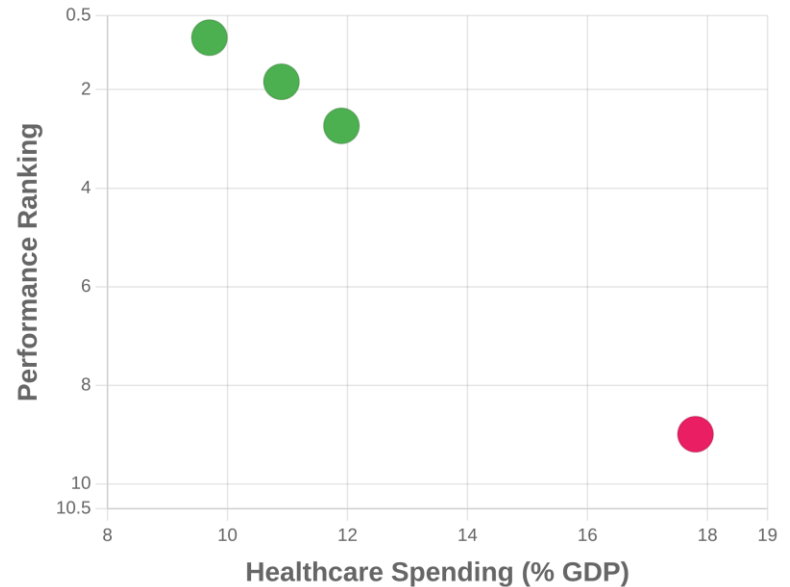
Both quality
AND
affordability?

International Evidence: Quality Pays for Itself

Top performers spend LESS
Australia & Netherlands: 9-11% GDP

US spends MOST, ranks LAST
17.8% GDP, #10 performance

Quality drives efficiency
Better outcomes = Lower costs



Source: Commonwealth Fund Mirror Mirror 2024

Proven Global Models

NL Netherlands

Bundled Payments

Single payment for complete episode of care, incentivizing coordination and efficiency

GB United Kingdom

Outcomes Framework

Quality and Outcomes Framework in primary care with performance incentives

AU Australia

Quality Focus

Activity-based funding with quality incentives and transparent cost comparisons

Different systems, same principle: Align incentives with outcomes

Case Study: Lancet Commission on Clinical Obesity

From BMI to Function

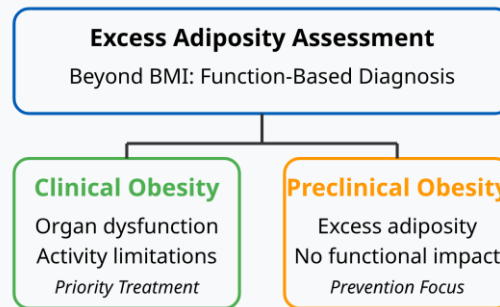
Redefines obesity diagnosis based on organ function and daily activity limitations, not just BMI



Evidence-Based Approach

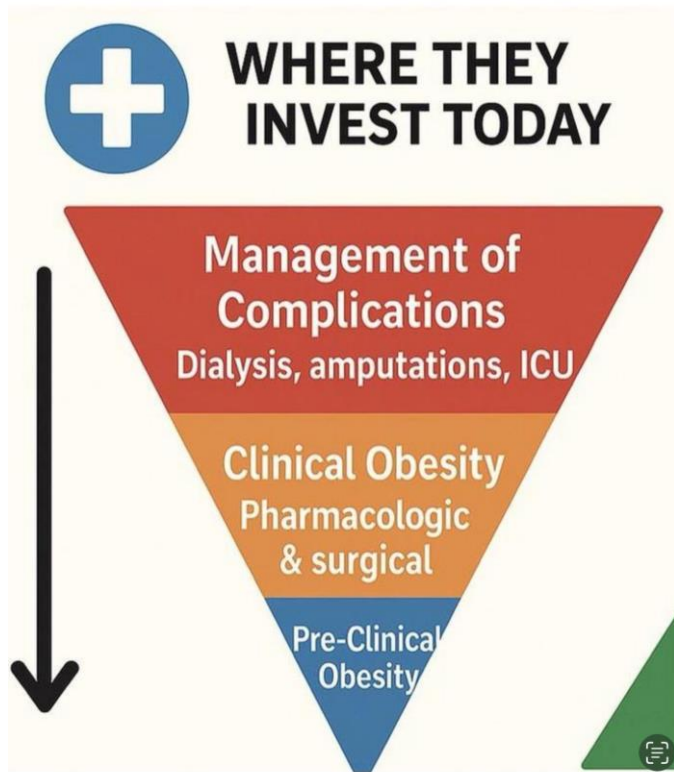
Targets resources where they deliver most value, improving outcomes while optimizing costs

Lancet Commission Diagnostic Framework



Quality and cost alignment through evidence-based prioritization and predictability

PAYERS



Start Today

1

Choose One Pathway

Select a high-volume condition with clear outcomes

2

Define Key Metrics

3-5 measures that reflect true patient value

3

Test Payment Model

Align financial incentives with quality outcomes



Quality and cost are complementary when we focus on what truly matters.