

GAME ON!

Leading in a competitive market



MemorialCare



THANK YOU FANS

ANGELS

ANGELS
14

State Farm

State Farm State Farm

Welcome

GAME ON!


MemorialCare

AGENDA

4:30 p.m. Networking and Hors D'Oeuvres

5:15 p.m. State of The System – Barry Arbuckle

6:00 p.m. Keynote Panel Discussion

7:00 p.m. Physician Awards and Recognition

7:15 p.m. Dinner and Networking

Panelists



Tim Mead

Former Baseball Hall of
Fame President &
Longtime Executive
w/Angels Baseball



Kate Sheets

Senior Vice President,
Strategy & Business
Affairs, AEG Global
Partnerships



David Kim, MD

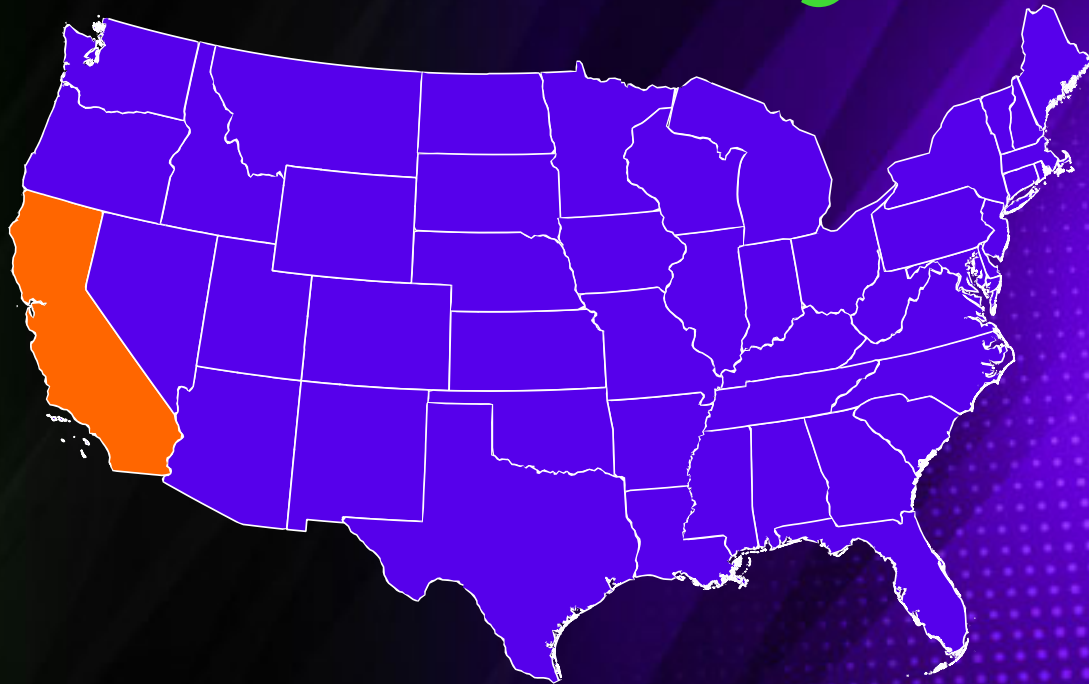
CEO, MemorialCare
Medical Foundation &
Chief Executive
MemorialCare Institutes

GAME ON! *Materials*



State of the Industry

- National
- State/Local



State of the Industry

National

Morgan Stanley

RESEARCH

How Artificial Intelligence Could Reshape Health Care

Aug 15, 2023

Entrepreneur

How Value-Based Care Will Increase Emphasis on Patient Outcomes

BECKER'S
HOSPITAL REVIEW

From hospital assets to creating healthy communities: How partnerships & investments can pave the road forward for health systems

BECKER'S
HOSPITAL REVIEW

The aftermath of a C-suite slimdown

Alexis Kayser (Email) - Tuesday, November 7th, 2023

HEALTH TECH

STAT+

Health data breaches hit an all-time high in 2023

HEALTHCARE FINANCE

Hospitals' labor costs increased 258% over the last three years

BECKER'S
HOSPITAL REVIEW

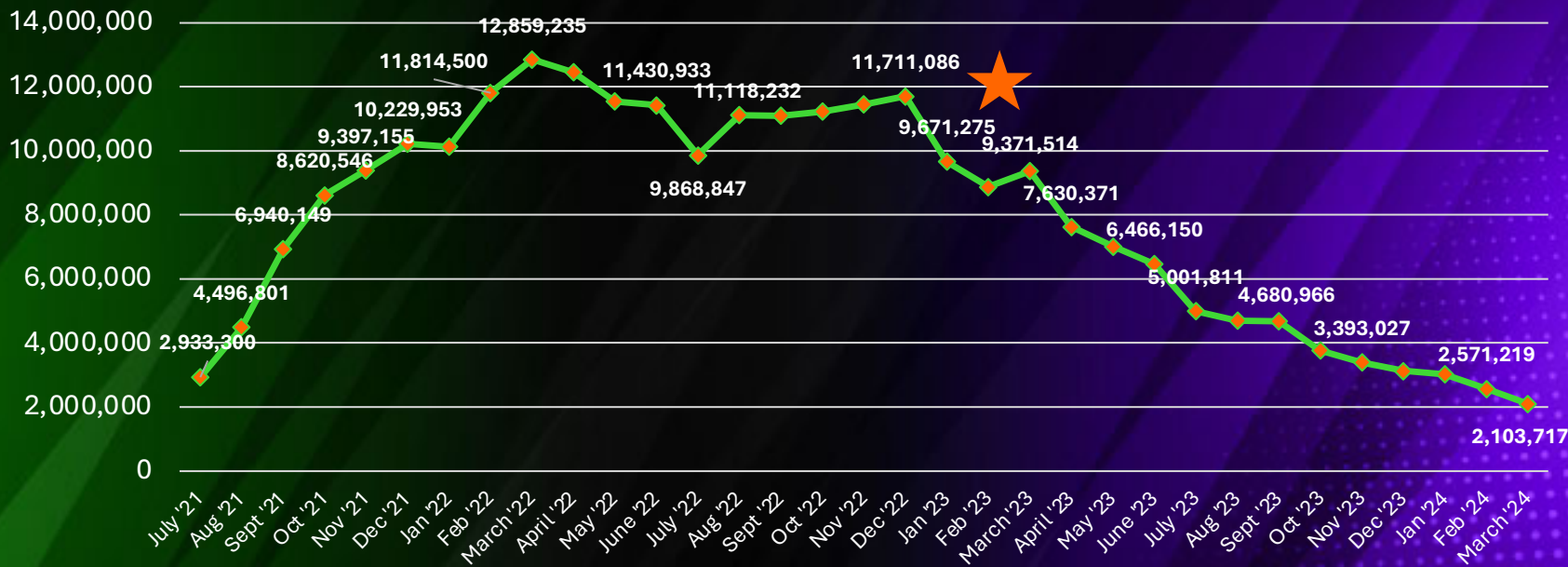
Hospital CEO turnover up 42% in 2023

Kelly Gooch - Thursday, January 18th, 2024

Initiative Results to Date

Overall Temp Labor Spend Trend

Fiscal Year 2022 - March 2024



\$9.6 million decrease in monthly temp labor spending since Dec. 2022

Indicates the launch of investment into additional Talent Acquisition resources **average**

State of the Industry

National - Cyber Incident with Optum - Change Healthcare

BECKER'S HEALTH IT

Channels Becker's Healthcare Websites Newsletters Events Virtual Events Webinars Partner Content

The Change Healthcare cyberattack: A timeline

Jakob Emerson and Rylee Wilson - Friday, March 15th, 2024

U.S. News

Cyberattack Leaves Health Care Providers Reeling Weeks Later

By David G. ... March 15, 2024, at 8:05 a.m.

WSJ PRO CYBERSECURITY

Home News Research Archive Newsletters Events

WSJ PRO

Hospitals and Pharmacies Reeling After Change Healthcare Cyberattack

Medical Economics

Monopoly in continuous board certification drives physicians out of medicine

March 28, 2024

CISION

Global Healthcare Exchange Completes Acquisition of Prodigio Solutions

State of the Industry

State/Local

CAL MATTERS

Minimum wage hike for California health workers will cost billions. Workers say they need it

Los Angeles Times

Hoag Breaks Ground on Irvine Expansion

OCT. 15, 2023 2:53 AM PT

LOCAL NEWS • News

THE ORANGE COUNTY
REGISTER

City of Hope's cancer specialty hospital celebrates completion of its framework



REUTERS®

Healthcare & Pharmaceuticals | Health

Walmart to shut all health clinics in US over lack of profitability

The New York Times

What to Know About the Kaiser Permanente Strike

Providence closing outpatient labs across California

Madeline Ashley - Friday, January 12th, 2024



CHOC to merge with Rady Children's in San Diego

Geography and Numbers

UCI & Tenet Acquisition



	LBMC ¹	OCMC	Lake	Los AL	FV	Plac-L	UCI ²
Lic Beds	411	221	172	172	293	114	459
Census	285	152	141	148	133	35	322
Surgeries	11,360	6,997	3,376	4,828	5,233	3,208	22,053
ER Visits ³	57,200	33,597	33,095	27,250	34,907	25,459	48,253
Cath Procedures	2,944	1,981	1,192	2,227	1,933	598	3,365
CV Surgery	415	184	135	0	126	0	280
ALOS	6.6	4.5	6.7	6.3	5.4	3.6	6.6
<u>% Days</u>							
3rd Party	15%	26%	8%	15%	8%	14%	22%
Medicare	49%	58%	61%	72%	49%	58%	36%
Medi-Cal	33%	15%	30%	13%	41%	25%	40%

1 = Excludes SNF beds. 2 = excludes new hospital on Irvine campus (144 beds). 3 = Outpatient treat & release visits Payer through 9/23. All Other CY23. Source: HCAI



"As Orange County's only academic health system, UCI Health is unique in its ability to offer the highest level of advanced care powered by the research and innovation of a world-class public research institution," Lefteris said in a statement.

Tenet's subsidiary, Conifer Health Solutions, will provide revenue cycle management services to the four hospitals through the transition, the company said.

Tenet tried to sell its stake in another California hospital late last year, but [federal regulators blocked the deal](#). Tenet, which owns the majority of San Ramon Regional Medical Center, sought to sell that stake of the hospital to John Muir Health. Regulators said the deal would drive up the price of healthcare in the San Francisco Bay area.

Tenet currently operates 58 acute care and specialty hospitals and more than 110 outpatient facilities.

UCI & Tenet Acquisitions

Considerations and Impact

MemorialCare Considerations:

- Teaching / Graduate medical education programs at LBMC and MCWH
- Clinical staffing and coverage (qyn/onc, urology, genetics at LBMC/MCWH)
- Lakewood and Los Alamitos are direct competitors
- Medical staff crossover
- Physician alignment opportunities

Key Considerations:

Academic predisposition

- Market need for community medicine
- Primary Care
- Union workforce and operation model
- CHOC affiliation
- Ambulatory surgery

State of the System

- History
- Growth
- Future



History | Growth | Future

Seaside Hospital (1918 Pandemic)



From a Hospital System...

Hospital Division

Long Beach
Medical Center

Miller Children's &
Women's Hospital

Orange Coast
Medical Center

Saddleback
Medical Center



To a Fully Diversified Health System



Ambulatory Network



Each Year We Manage...

Inpatient Days



255,000

Emergency Room Visits



147,000

Deliveries



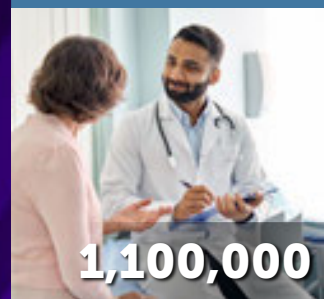
9,200

Hospital Surgeries



26,000

Physician Visits



1,100,000

Ambulatory Surgeries



71,000

Imaging Studies



603,000

Dialysis Treatments



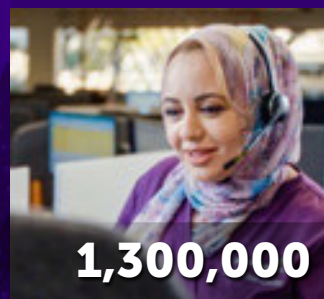
189,000

Physical Therapy Visits



265,000

Navigation Center Calls



1,300,000

Coming Soon Sites

NEW Carson
MCMG Fall '24

NEW MOB
2025+

NEW Lakewood
MCMG Feb '24

Belmont Shore /Naples
MCMG May '24

Repurpose Green
MCSS for Clinical?

Pacific Dental






NEW Long Beach
area MCMG late '25

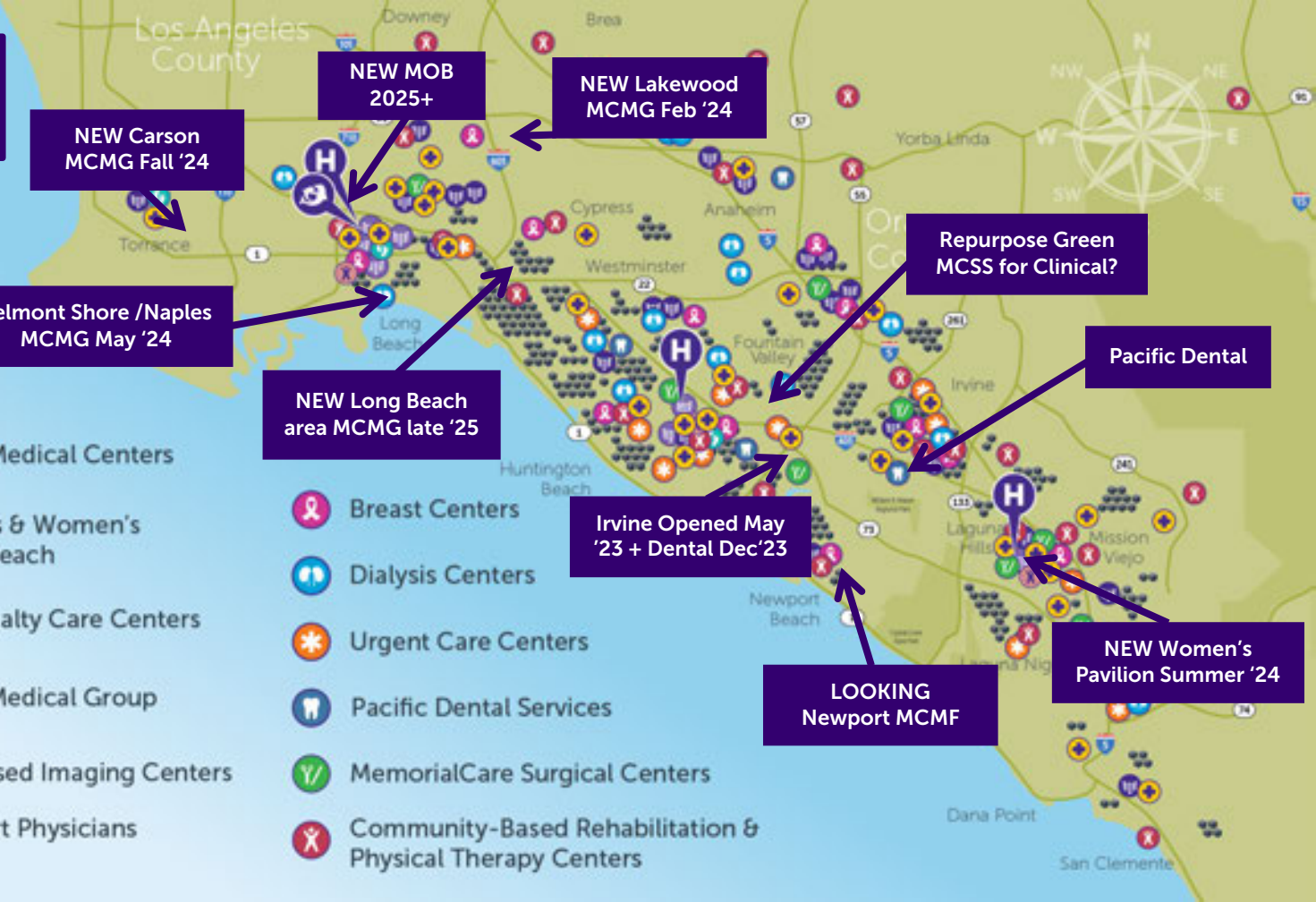
Irvine Opened May
'23 + Dental Dec '23

LOOKING
Newport MCMF

NEW Women's
Pavilion Summer '24

-  MemorialCare Medical Centers
-  Miller Children's & Women's Hospital Long Beach
-  Children's Specialty Care Centers
-  MemorialCare Medical Group
-  Community-Based Imaging Centers
-  Greater Newport Physicians MemorialCare

-  Breast Centers
-  Dialysis Centers
-  Urgent Care Centers
-  Pacific Dental Services
-  MemorialCare Surgical Centers
-  Community-Based Rehabilitation & Physical Therapy Centers



Growth & Other Strategies

Partnerships

SCA

Surgical Care Affiliates®



PRN

CALIFORNIA

REHABILITATION & SPORTS THERAPY



PACIFIC
DENTAL SERVICES®

Growth & Other Strategies

Capital Investments



Initiatives in Progress

Service Line Updates



MemorialCare[™]
Cancer Institute



Initiatives in Progress

Service Line Updates



MemorialCare[™]
Heart & Vascular Institute



Initiatives in Progress

Service Line Updates



MemorialCare™
Miller Children's & Women's
Hospital Long Beach



Initiatives in Progress

Service Line Updates



MemorialCare™
Women's Institute



Growth & Other Strategies

Ambulatory Growth & Revenue Diversification



Recognized for Quality

60

32



MemorialCare Innovation Fund

Arista|MD

 BABYSCRIPTS™

 tyto care™

 artera

 CENSINET

PROTENUS

 asimily

 LeanTaaS

 amenities

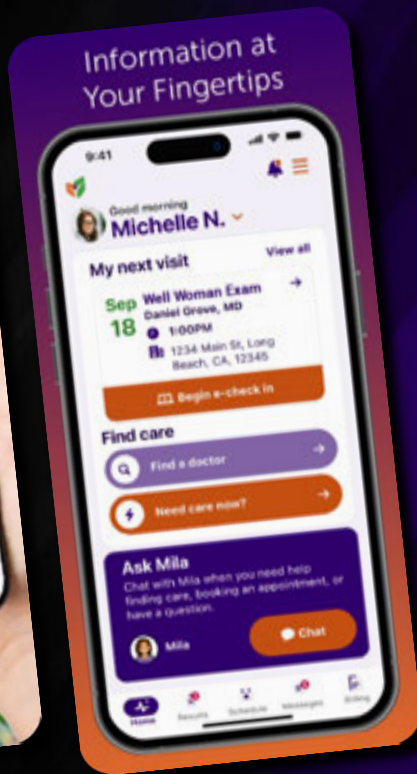
 xealth®

laudio

AVIA

 Syllable

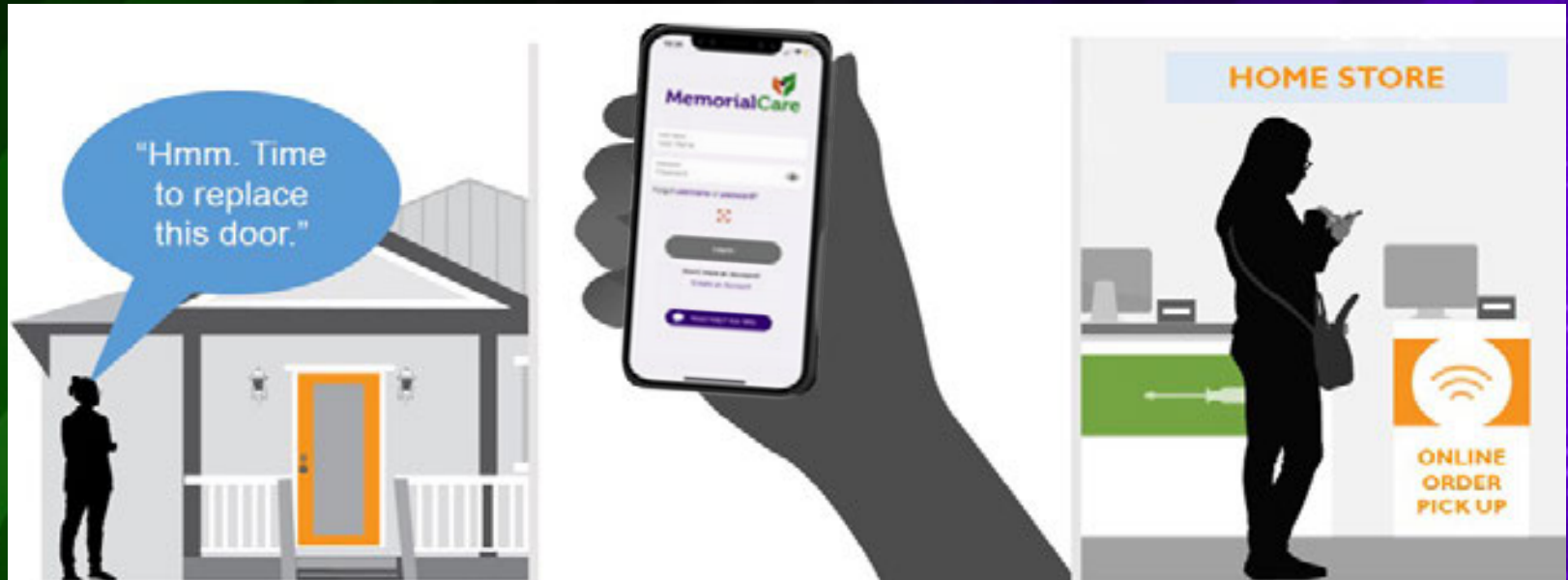
MemorialCare App



Growth & Other Strategies

Virtual Care Strategy

Keeping Our Front Door Open



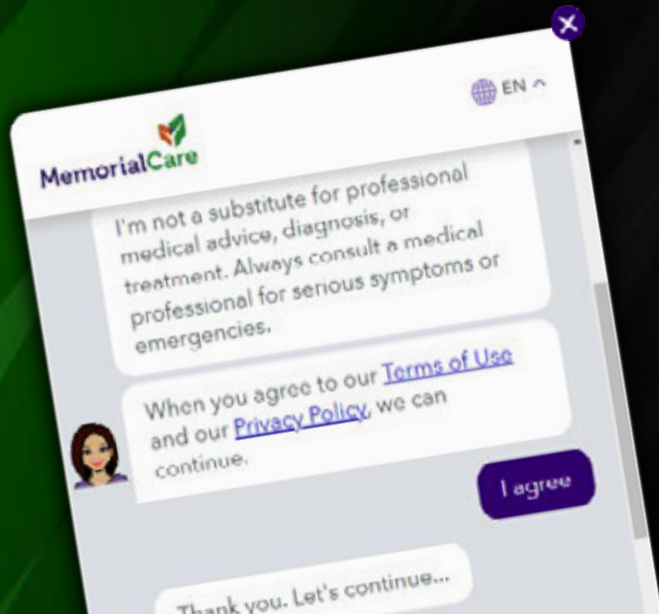
Growth & Other Strategies

Virtual Care Strategy

Innovative Mindset

-Let's see what Mila is working on...

Hello I'm
Mila



Growth & Other Strategies

TytoCare

- HD exam camera
- Intelligent lighting
- IR thermometer



Otoscope



Stethoscope



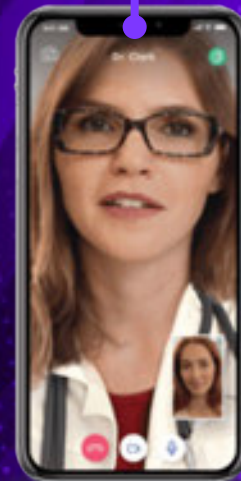
Tongue depressor



Pulse Oximeter



AV visit



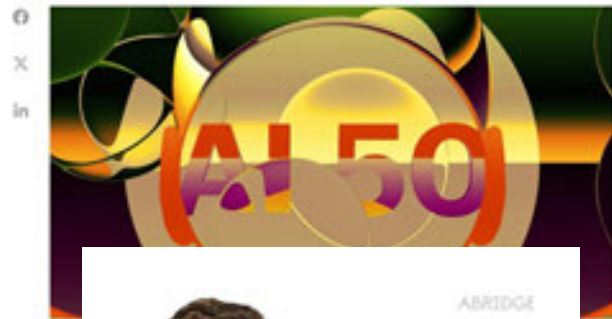
Abridge

FROM CONVERSATION TO CLINICAL NOTE WITH AI

Abridge transforms patient-clinician conversations into structured clinical notes in real-time, powered by the most advanced generative AI in healthcare.



How Forbes Compiled The 2024 AI 50 List



ABRIDGE

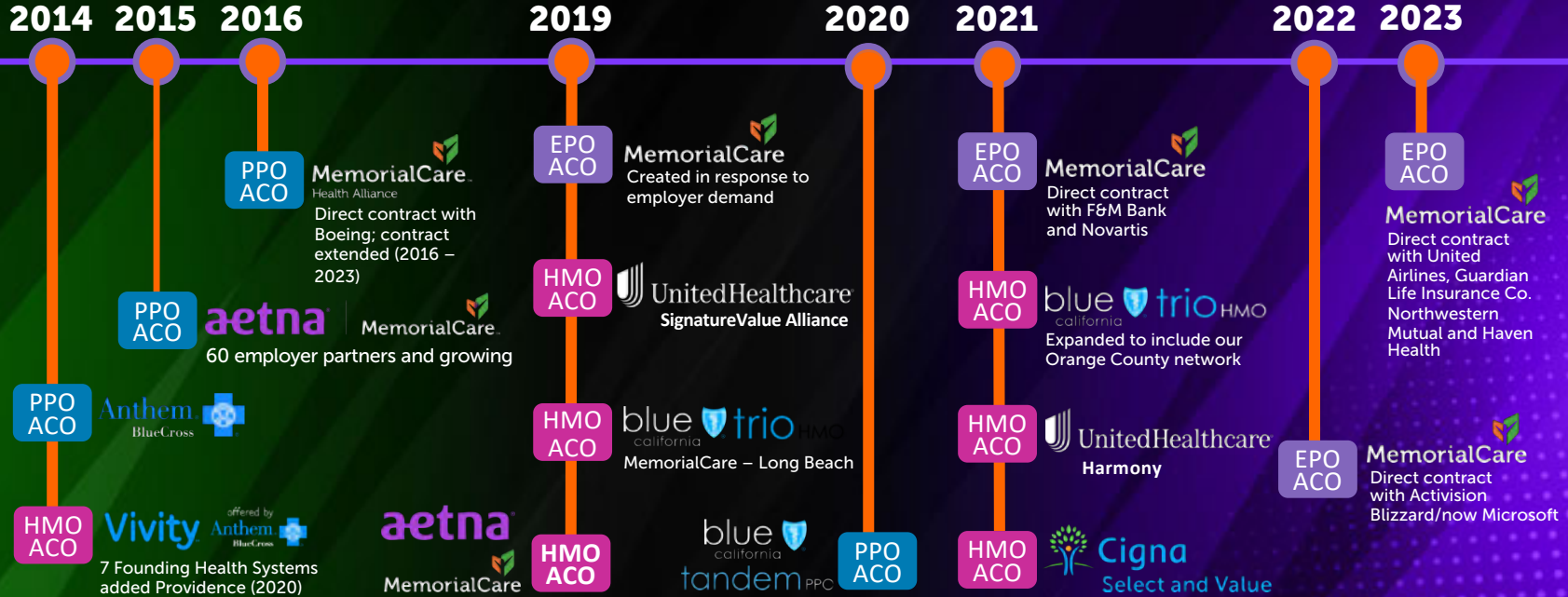
#ForbesAI50

"Dr. Rao, a practicing cardiologist, founded Abridge in 2018 to free clinicians from the time-sucking paperwork that comes after they see patients. Ten thousand clinicians are already using it and the startup is worth \$850 million after raising more than \$200 million in venture funding."

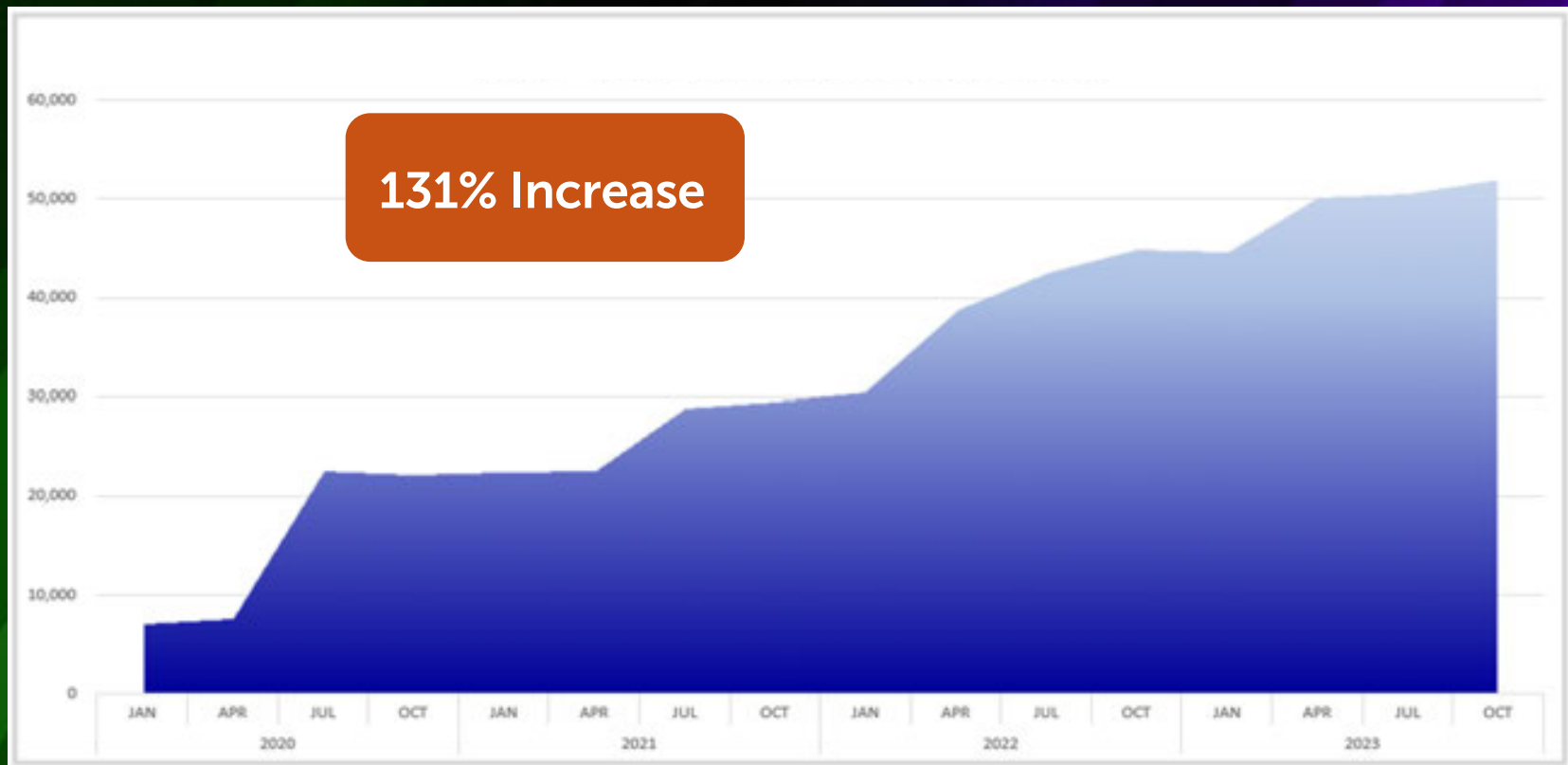
Value-Based Care



Health Plan Value-Based Products



Value-Based Product Membership Trend

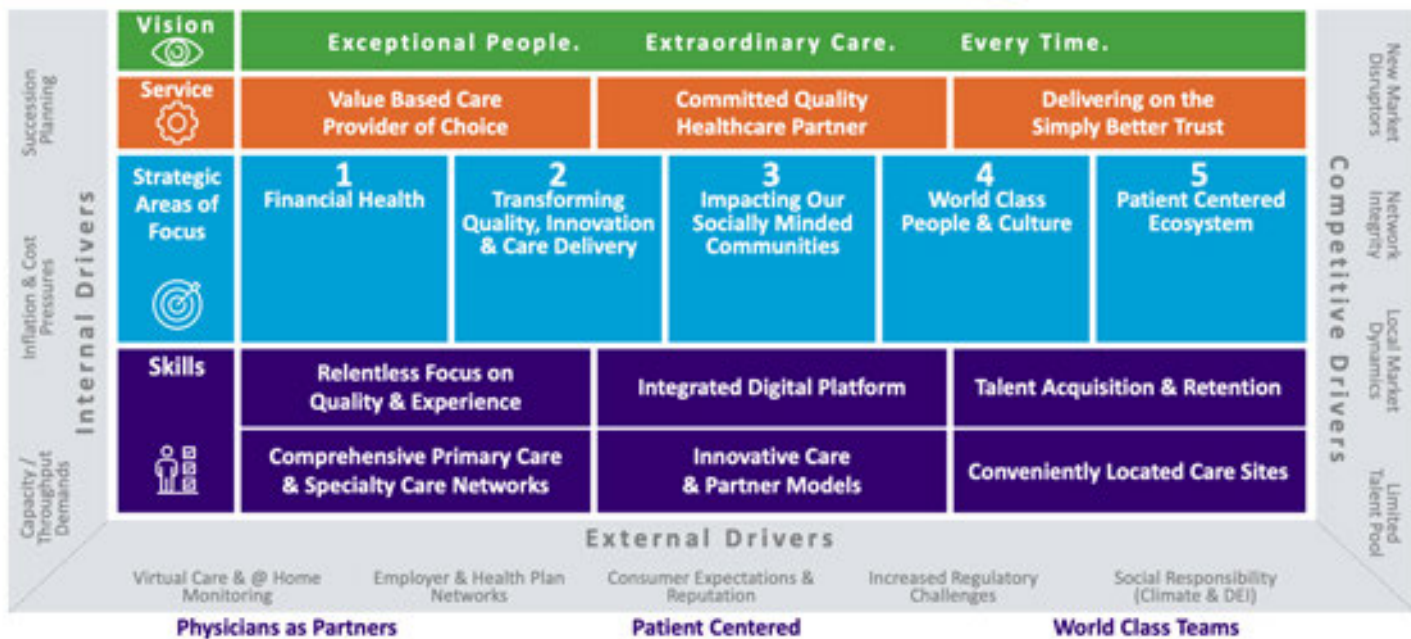


OHCA



Strategic Imperatives

MemorialCare Strategy Map FY'25



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Welcome Panelists



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Former Baseball Hall of
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Kate Sheets

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David Kim, MD

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Physician Awards

Since 2016 we have recognized our top physicians for their achievements in several categories:

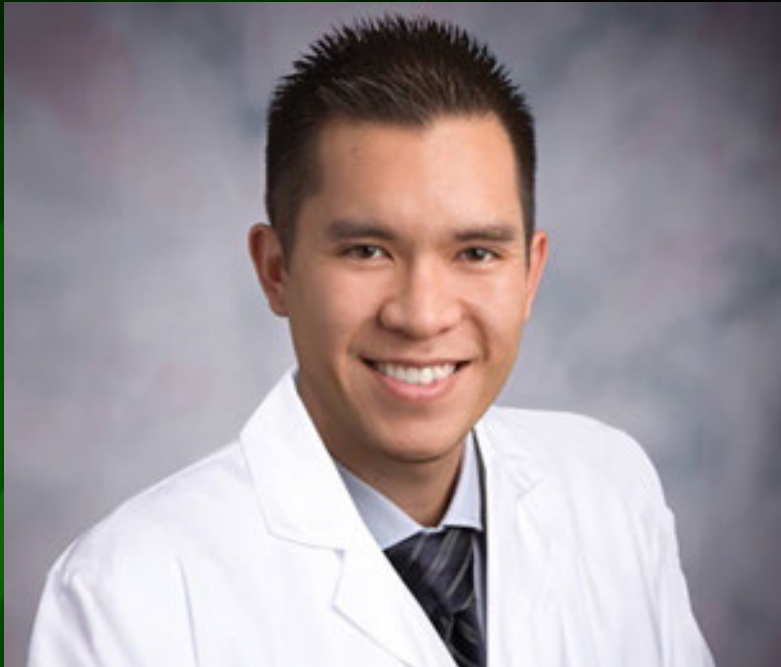
- Innovation
- Fan Favorite (Patient Experience)
- Quality

Innovation Award

The award winner leads us in using the latest technology and/or clinical devices and procedures.

Innovation Award

AND THE WINNER IS...



Dr. Vinh Nguyen

**Family Medicine at
MemorialCare
Medical Group**

Fan Favorite Award

Based on patient satisfaction scores, specifically through Press Ganey with some validation through US News & World Report, Google & Yelp Reviews, etc. this winner scores in the 100 range (5 stars) with stellar patient comments.

Fan Favorite Award

AND THE WINNER IS...



Dr. Namrata Varma
Pediatric ENT at Miller
Children's & Women's
Hospital

Quality & Care Continuity Award

Clinical best practices/quality, peer communication & collaboration. Our winner is based off the performance in multiple metrics as well as overall influence in organization from our new CDB dashboard. (i.e. algorithm was used that weights and accounts for their metric performance and their overall volumes that creates a score for each physician that includes: LOS, Variances, TCC, Complications: expected vs non.)

Quality & Care Continuity Award

AND THE WINNER IS...



Dr. Ron Naglie

**Neonatology at
Saddleback Medical
Center**

In addition to our awardees, on behalf of the Physician Society Board of Directors, I would like to thank all our physician leaders for your work in leading your teams, departments and medical staffs.

We recognize their tireless efforts to provide the very best care to our patients.

THANK YOU!

Thank You!

Enjoy Dinner and
Networking with your Colleagues

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