Clinovations Overview

1. Personal Intro
2. The Clinovations Business
3. Competitive Position and Growth Potential
4. Requirements For Success
Who We Are

Clinovations

- More than half are Clinicians with on-the-ground experience
- Integrated team of experienced physicians, health system executives, & management consultants
- 300+ Number of seasoned consultants & executive leaders
- Designing solutions throughout the Health IT Lifecycle
- Over 46 clients
- Across 31 states
- 5 Service Lines
- 3 Sectors

Our Timeline

- 2007: First meeting of the Clinovations Collaborative with the goal of convening clinical leaders to share & create innovative solutions that improve the health of patients and support healthcare systems
- 2008-10: Clinovations LLC is formed partnering with regional health system clients with a focus on Implementation, Strategy, & Planning
- 2014-15: Key Partnerships and maturity of service lines with a migration from implementation to focus on value; integration with Advisory Board Consulting and Management; staff increased to 90 with over 300 consultants
Integrated with Broader ABC Solutions

RESEARCH AND INSIGHTS
Understand Your Evolving Market and Customer
- Achieve market and customer insight essential to definition and execution of commercial strategy, customer relationship development
- Access market/customer intelligence reports, industry experts, analytical and forecasting support, educational tools and in-person education sessions
- Foster cross-industry relationships through CXO-level national meetings

STRATEGIC CONSULTING
Develop and Execute Winning Strategic Plans
- Evaluate and identify large-scale, transformational growth opportunities
- Build tactical action plans that are tailored to organizational objectives and culture, local market dynamics
- Engage key stakeholders in strategy development and tactical planning

IT CONSULTING
Utilize Health IT to Engage Customers and Patients
- Use health information technology to pilot innovative strategies to improve screening, diagnostic, evidence-based treatment and adherence, elevate patient engagement
- Manage strategic initiatives to redefine relationships with health systems and patients

CUSTOM ANALYTICAL SUPPORT
Leverage Data to Answer Pressing Business Questions
- Access the Advisory Board’s unmatched data asset that houses charge-level detail for over 21M inpatient admissions, 91M outpatient encounters, 52M ambulatory encounters
- Collaborate with Advisory Board experts to design studies to answer your most pressing business questions

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THE ADVISORY BOARD COMPANY
Utilizing an Advantaged Position at the Hub of Healthcare to Unlock Actionable Intelligence

3,800*
Serving a membership of over 3,800 hospitals and health care providers

300*
Delivering value to over 300 health care product and service companies for over 30 years

30*
Experience advising healthcare companies for over 30 years

2,500*
Healthcare professionals employed

Local Ventures

clinovations
LifeFuels

Virginia Tech
Pamplin College of Business
Apex Systems Center for Innovation and Entrepreneurship

BABYSCRIPTSTM
socialtables

VTIN.
How to Help

Startups and New Ventures Need Your Support

1. Talent
   - Recruitment
   - Retention
   - Advancement

2. Guidance
   - Business Operations
   - Networking/Sales
   - Financial (Tax, Accounting, Investment)

3. Partnership
   - Thought leadership
   - Pilot Opportunities
   - Go-To-Market

4. Investment
   - Institutional
   - Organizational
   - Personal