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We are pleased to share highlights of the work we have done in 2016, our fifth year as a business division within Johns Hopkins HealthCare, in service to the three health division schools. It was a year we reached our total revenue goal, distributed millions of dollars to departments, divisions, and faculty; and for the first year, generated positive net income. We achieved these financial milestones because **2016 also was a year of …**

- Sharpened mission and goals;
- Strengthened and restructured team;
- More fully integrating our four lines of business;
- Meeting internal, client and market challenges.

Our experienced and talented team helped expand the reach and functionality of our highly regarded population health analytics tool. They enhanced our already successful employer onsite health clinics; brought to the health care and employer marketplace new and innovative programs and protocols and products; and facilitated dozens of faculty who engaged as consultants for regional and global corporations.

**The Solutions team’s efforts have contributed to improved quality of care, enhanced employee and patient experiences, and reduced health care costs.** And by their work, each has supported the departments, divisions and faculty by both bringing their knowledge to the world and providing non-research-based revenue to support their research, clinical and administrative efforts.
Total revenue

$10M

Net Income

$900,000

Downstream support

$6M

Alina Oseguera and Kyle Marmen
The ACG® System models and predicts an individual’s health needs and costs over time using existing data. Users gain the insights needed to evaluate and compensate providers, stratify risk, identify those at risk, forecast health care utilization, and structure intervention programs that would most impact cost.

Countries in which the ACG System is used including first client in India

20+

Lives around the world impacted by the ACG System

140M

Worldwide views of 14 webinars on topics from predictive modeling techniques to policy issues

2,236

Latest version of the ACG System software, enhancing reports and expanding data modeling and processing options

11.1

Organizations from 12 countries participated in the 4th biennial ACG System International Conference

50

Publications highlighting various ACG System innovative applications worldwide

950
Our employer programs — such as onsite clinics, Managing Cancer at Work and DECIDE, a diabetes self-management program — help large employers improve the health of their employee population and reduce health care costs.

**EMPLOYER PROGRAM HIGHLIGHT**

In 2016, Johns Hopkins HealthCare Solutions continued its partnership with the Department of Medicine and the Division of Occupational & Environmental Medicine, providing a broad range of health care services to business and industry.

With more than 50 onsite employee health clinics across the country—and growing—we are building on the more than 20 years of clinical innovation and leadership by Edward Bernacki, M.D., M.P.H., and his team of practitioners.
The Solutions team brings to market evidence-based clinical and administrative programs, products and protocols that impact health outcomes and health care costs.

SOLUTIONS DIGITAL MARKETING HIGHLIGHTS

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Innovation assessment meetings with faculty: 12

New solutions packaged and launched: 4

Total solutions now available to large employers, health systems and health plans: 28

Steve Libowitz and Giulianna Peri
CONSULTING & COLLABORATIONS

CONSULTING HIGHLIGHT
Consulting with the leadership of Broadmead, a continuing care retirement community, eight Johns Hopkins faculty members supported Broadmead’s strategic vision by helping to establish the Dementia and Health & Wellness Centers of Excellence, one of those rare opportunities to put cutting-edge science into practice.

PREMIER COLLABORATION HIGHLIGHT
Johns Hopkins Medicine Alliance for Patients (JMAP) joined the Premier Population Health Management Collaborative, allowing JMAP to benchmark its performance against other ACOs, regionally and nationally and to increase their shared savings.

The consulting & collaborations team manages and grows short-and-long-term relationships with leaders in industry and health care, supporting the Johns Hopkins Medicine mission to share our knowledge with the world.

| 38 | Faculty consultants |
| 15+ | Consulting projects |
| 10 | Organizations for whom we have provided consulting services |

Federal grant awarded to Premier, with Johns Hopkins as a subcontractor

Federal grant awarded to Johns Hopkins, with Premier as a subcontractor

$200M

$4.2M

300%

Year 2 increase in project spend

(l-r) Harriet Martyn, Nicole Sokol, Danielle Thompson

$
WALGREENS HIGHLIGHTS

- Walgreens teams with Bloomberg School of Public Health to develop models to simulate pandemics and assess the impact of retail pharmacy chains in distributing vaccines and supplies in emergencies.
- Walgreens and Johns Hopkins agree to collaboratively study app-based messaging to expectant mothers on vaccination of their closest contacts in order to “cocoon” their babies from diseases for which they are too young to be protected.
JOHNS HOPKINS HEALTHCARE SOLUTIONS TEAM

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