



JOHNS HOPKINS
MEDICINE

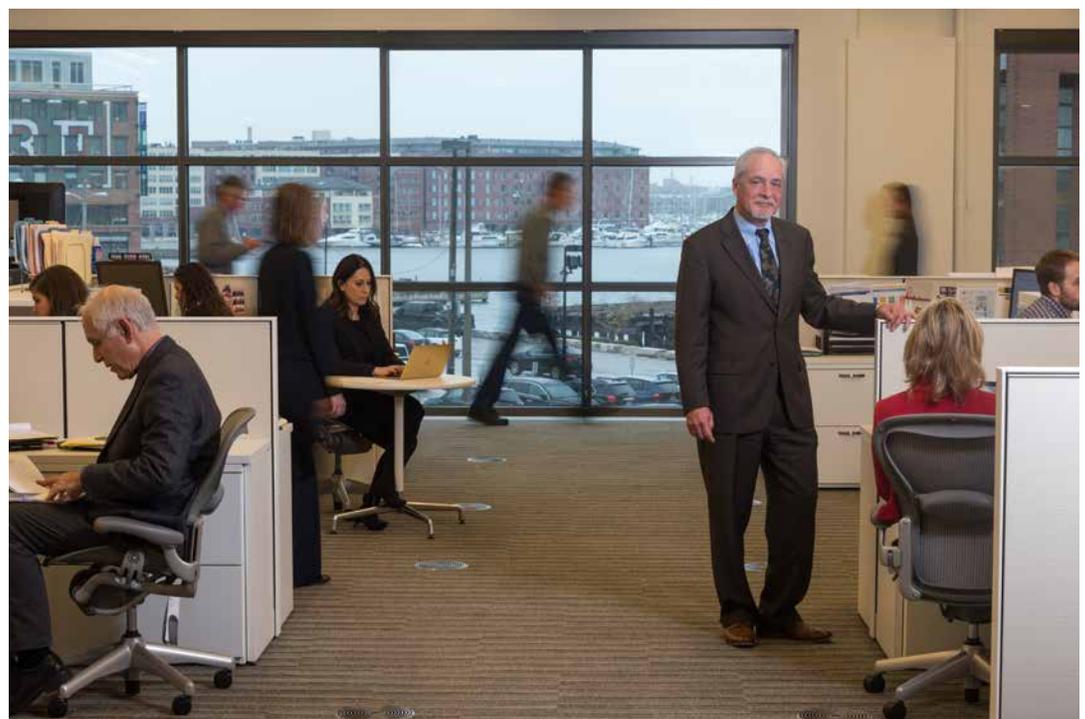
HEALTHCARE
SOLUTIONS

2016 ANNUAL REPORT



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(l-r) Bruce Leff, Mark Cochran, Jonathan Zenilman

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.

Mark A. Cochran, Ph.D.
Executive Director

Bruce Leff, M.D.
Associate Medical Director

Jonathan Zenilman, M.D.
Executive Medical Director

JHHCS BY THE NUMBERS

\$10M

Total revenue



\$900,000



Alina Oseguera and Kyle Marmen

Net Income



Downstream support

\$6M



POPULATION HEALTH ANALYTICS

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.

20+

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



140M

Lives around the world impacted by the ACG System



Chad Abrams, Walter Fenner, Karen Kinder, Charles Bartunek, Julianna Peri

2,236

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



11.1

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

50

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



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.

2



Presentations to interested organizations

200

Johns Hopkins Onsite Employee Health & Wellness Centers launched:
GE Aviation, The Coastal Companies

91,000

Employees with access to onsite clinics and other employer programs

3

Employers that offered the Managing Cancer at Work benefit: Pitney Bowes, Johns Hopkins Health System, Johns Hopkins University



Rebekah Montcalmo and Stuart Sutley

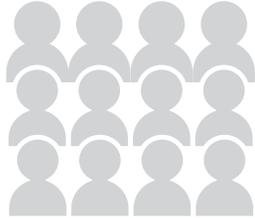


EMPLOYER PROGRAM HIGHLIGHT

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.



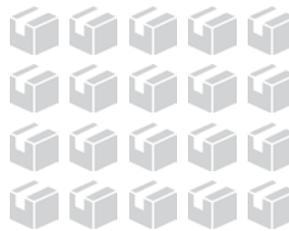
Innovation assessment meetings with faculty



New solutions packaged and launched



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



Steve Libowitz and Julianna Peri

SOLUTIONS DIGITAL MARKETING HIGHLIGHTS

- 734** Website inquiries
- 26,177** Page views
- 3,552** Downloads of fact sheets
- 7,956** Solutions videos views
- 162,379** Social media impressions

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

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

\$200M

300%

Year 2 increase
in project spend



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



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

\$4.2M



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

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.

CONSULTING & COLLABORATIONS

HEALTHWAYS COLLABORATION

3

Research initiatives funded



Johns Hopkins faculty engaged in Innergy

1

Marketing review funded



Susan Carr

WALGREENS COLLABORATION

Clinical programs funded through the Walgreens-Johns Hopkins Collaborative Research Fund



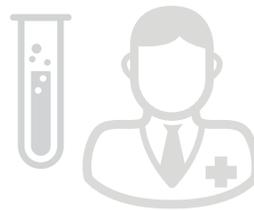
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Number of Johns Hopkins faculty participating in the collaboration programs

\$75,000

Collaborative research funding provided to Johns Hopkins faculty for clinical programs



18

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



Mark A. Cochran, Ph.D.
Executive Director



Chad Abrams, M.A.
Director of U.S. Operations,
ACG System



Susan Carr
Associate Director



Walter Fenner, M.B.A.
Program Coordinator,
ACG System



Karen Kinder, Ph.D., M.B.A.
Executive Director,
ACG System



Bruce Leff, M.D.
Associate Medical Director



Steve A. Libowitz, M.A.
Senior Director



Kyle Marmen
Senior Director of Finance,
Commercial Markets



Harriet M. Martyn, M.S.P.H.
Associate Director



Rebekah Montcalmo, M.B.A.
Associate Director



Alina Oseguera
Financial Manager,
Commercial Markets



Julianna Peri, M.M.I.S.
Consultant, Digital Marketing
and Communications



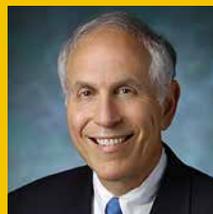
Nicole R. Sokol, M.S.
Associate Director



Stuart M. Sutley, M.B.A.
Consultant, Employer
Business Development



Danielle M. Thompson
Program Manager



Jonathan M. Zenilman, M.D.
Executive Medical Director



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