Appian

The Gold Standard for Healthcare Provider Mergers and Acquisitions

> Rapidly deliver action items on mobile devices with natively mobile case management

> Use Appian Records for ad-hoc options and orders

> Assure real-time access to merger critical data anywhere

> Provide simplified financial forecasting and planning

As the face of healthcare changes, many larger integrated delivery networks (IDNs) are increasing their footprint by purchasing additional hospitals in order to create a larger network of care for patients. With these purchases come many potential advantages as healthcare systems seek to saturate markets to which they may never before have had access.

However, with these mergers and acquisitions come potential issues as well. Despite a mergers and acquisitions (M&A) board approving these deals, the new parent company doesn't know exactly how these hospitals were run previously, what made them run well (or not so well), and what needs to be changed in order to bring them up to the corporate gold standard.

Therefore, many different factors must be examined in order to ensure these purchases are beneficial for the larger health system in the long run, and a seamless transition is achieved for satisfied patients, as well. As this M&A activity moves forward, the new hospital must meet its parent company's standards for items such as:

- Staffing ratios
- Physical plant standards like HVAC, connectivity and sterility
- How electronic medical records (EMR's) are stored and updated
- The list of approved vendors that can be used in the transition process

...and the list goes on.

APPIAN'S DIGITAL PLATFORM PROVIDES THE GOLD STANDARD HEALTH SYSTEMS NEED FOR SEAMLESS MERGERS AND ACQUISITIONS

Simply put, Appian makes the transition of obtaining a new hospital, or group of hospitals, easier, not only for the parent company, but for increased satisfaction of patients and end-users, alike.

Within a single, unified application platform, powered by Business Process Management and Case Management capabilities, Appian ensures healthcare providers can

deliver a consistent user experience to both the new employees acquired during these mergers, and the patients they're serving as well.

And, with Appian Records, health systems are able to provide a coordinated information view, to tackle ad-hoc options and orders throughout the standardization process in order to track their spending for these acquisitions and

mergers. This tracking allows recognition of where costs are coming from, and, in turn, allows for the planning of budgets that will be necessary for future moves as well. These ad-hoc capabilities also allow for easy schedule planning to ensure everyone involved in the process has a realistic timeline for when things will happen and how to balance their workload in the face of these changes.

Appian's Records feature also provides defined roles for the task managers involved in this process to make sure the leaders of these M&A projects are interacting with the tasks and reports required, but nothing further.

From the mobile perspective, Appian provides a hassle free experience since we all know these moves don't happen with people tethered to their desks. Throughout these acquisitions and mergers, people involved are constantly on the move, shuffling from one worksite to another and needing consistent access on their mobile device that mirrors exactly what they can accomplish on their desktop. Also, with Appian's offline mobile capabilities, healthcare providers can take advantage of the power of Appian Forms, even when operating in areas without a data connection. This can be especially crucial when working in a remote location.

With Appian, merger and acquisition projects can bring the entire team together on a single source of truth. With that single source, the M&A team is able to work toward ensuring the success of these projects, and can mirror this success on future acquisitions, saving time, money, and frustration.

PRIORITIZE WHAT PATIENTS NEED

Healthcare is at a crossroads with ever-increasing competition. Patients want to seek the best quality care at the most affordable price. Appian takes the desires of the patient, and executes on these needs in a clean, easy-to-use interface:

- Improve customer service
- Provide simplicity for patients
- Unify process, data, systems, and caregivers with coordinated patient solutions
- Increase price transparency
- Streamline operations
- Improve patient satisfaction
- Protect personal health Information
- Automate HIPAA compliance
- Enhance and ensure security

FOCUS ON BEING THE BEST

With proven, unified technology, Appian helps overcome challenges across virtually any product, department, or organization:

- Rapid development of data-centric applications
- Real-time access to information across systems
- Process management
- Case management
- Quality and regulatory compliance
- Records management
- Group benefits
- Claims
- IT Operations
- Global security management
- Online and offline capabilities

PREPARE FOR THE FUTURE

The future of healthcare involves convenience and simplicity for providers, payers, and most importantly, patients.

In order to take into account the changing healthcare environment, payers must address three trends:

- Performance based care and payment
- Mobility
- Digital transformation to improve healthcare orchestration

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