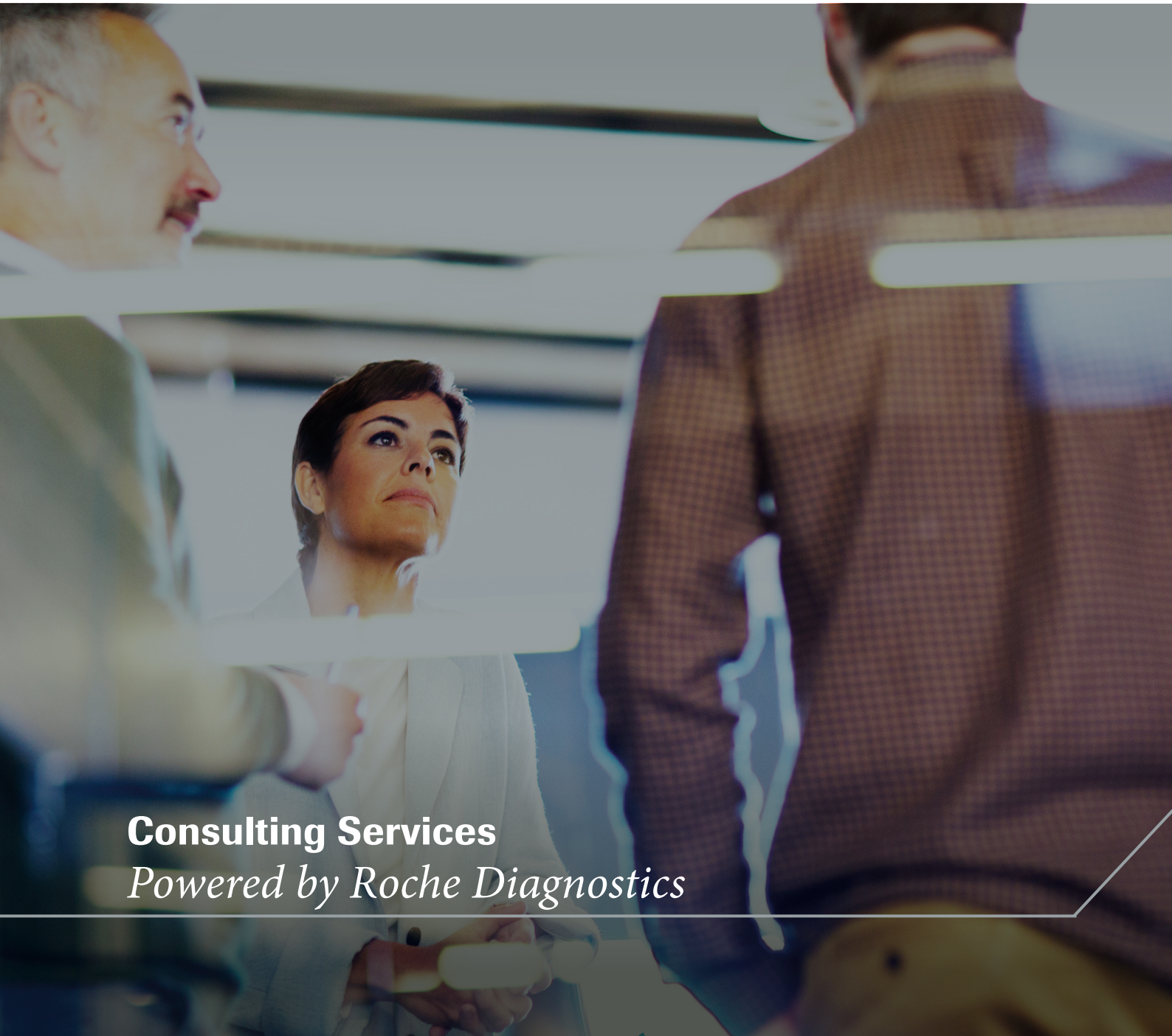




**Roche Healthcare Consulting**  
*Lead the way*



**Consulting Services**  
*Powered by Roche Diagnostics*

## Each day your challenges intensify

*With budget cuts and shrinking margins, you're constantly facing new obstacles to overcome, and may ask yourself:*

*How can I improve efficiency without additional resources and as volumes increase?*

*Can I invest in innovation but also reduce costs?*

*What can I implement to add value beyond increasing speed and efficiency that will elevate the patient experience?*

*How can I manage the increasing volume and burden of information with speed and accurate interpretation?*

### **Staying competitive hinges on the value you bring**

As the market changes and your organization continues to evolve, success depends on finding ways to reinforce and demonstrate your value and impact on healthcare outcomes. There are many ways this can be addressed:

- Optimizing outcomes and patient experience
- Providing patient care insights
- Identifying long-term solutions
- Remaining lean and efficient through growth phases
- Securing financial sustainability
- Strengthening the organization's reputation and leadership

## Value comes when you think beyond

*It's easy to get stuck in the day-to-day routine of simply getting the job done. But by only focusing on short-term goals, the opportunity to impact and optimize the capability of every aspect of your process and business could be overlooked. Think beyond:*

### **Department or service line**

*Are there ways to break down silos to deliver more seamless care?*

### **Care settings**

*Are you working with the most cost-effective setting?*

### **Episode of care**

*How can you plan ahead to avoid readmissions by having the right diagnosis?*

### **Care pathway**

*Are you adopting the right technology and test setting to achieve better outcomes?*

### **Stakeholders**

*How will your choices impact your services, team and patients?*

## Roche Healthcare Consulting *Lead the way*

*A partnership with Roche Healthcare Consulting helps you achieve better outcomes for your customers and patients.*

Working with our team of leading experts, we will help you to identify areas for improvement. Together, we will recognize opportunities to integrate data, resources and people to deliver the best possible care at every touch point.

Discover how Roche Healthcare Consulting can help you transform your healthcare organization to achieve better outcomes and improve patient care.

## What we do *Set new perspectives*

At Roche Healthcare Consulting, our goal is to elevate diagnostics and health systems by uncovering opportunities typically overlooked--to help you move to a new perspective with an action plan. We go beyond surface-level improvements to conduct deeper-level analyses of hidden processes, to optimize, generate greater value, and uncover hidden potential of the laboratory in the health systems. We offer expertise in optimizing system workflows and leveraging knowledge from all customers, industry best

practices, established standards and return on investment activities to find your personalized solution. We use proven methodologies to decrypt the complexity of diagnostics while we maintain a future-focus to create a forward plan of actions with precise recommendations and targeted advice. Our philosophy is simple: focus on the patient and deliver quality - the benefits will follow. We live this idea by centering our consulting services on providing the best solution that fits your needs.

With three main product lines, our suite of consulting services delivers on the varied and ever-changing needs of your health system.

### OPERATIONAL EFFECTIVENESS

Our consultants will work with your team to optimize operational performance, maximize resource utilization and enhance your value to stakeholders. Together, you can arm your lab or hospital with tools and technologies to deliver and maintain predictable performance to meet or exceed your customers' demands.

### ORGANIZATIONAL SUSTAINABILITY

Enable your organization to become or remain competitive in the business of delivering healthcare. Discover how to evolve your business to drive choice while staying ahead of the competition. Through a consulting partnership, you can prepare your business to become a preferred healthcare partner—setting you up for success today and in the future.

### HEALTHCARE TRANSFORMATION

Throughout the consulting process, you'll learn how to change the way your organization works in response to health policies and economics to improve outcomes. Uncover how you can shape your institution to support the creation and implementation of new reimbursement models.

## How we do it

### *Collaborate for insights*

*Our approach leverages knowledge from a vast group of experienced consultants.*

We have a strong consultancy team worldwide, ready to help your institution achieve its goals. They come from varied backgrounds, such as lab management, pathology, engineering, administration, pharmacy and biomedicine. Each discipline provides a unique perspective and skill set to enhance and optimize your services. Beyond diverse backgrounds and expertise, our consultants specialize in critical lab/hospital areas and have a lean mindset.

Every partnership with Roche Healthcare Consulting is unique and we take the time to listen and foster a culture of co-creation. We minimize the burden of change and maximize the speed to realize value and impact outcomes.

*Delivering world-class expertise with distinctive local knowledge.*

At Roche Healthcare Consulting, we think global by leveraging our worldwide network to extract insights and benchmark from thousands of institutions. We also apply local knowledge, taking into consideration nuances between regions and countries when applying our insights precisely to your needs.

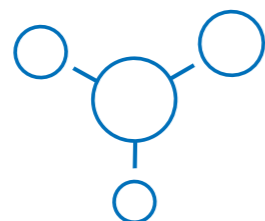
### *A continuous optimization process*

Our ongoing, three-step process ensures that your organization is set up for success.



#### **ANALYSIS & VISION**

Develop understanding of current situation to co-create future vision and strategy



#### **IMPLEMENTATION**

Execution based on a concrete plan which includes project and change management approaches.



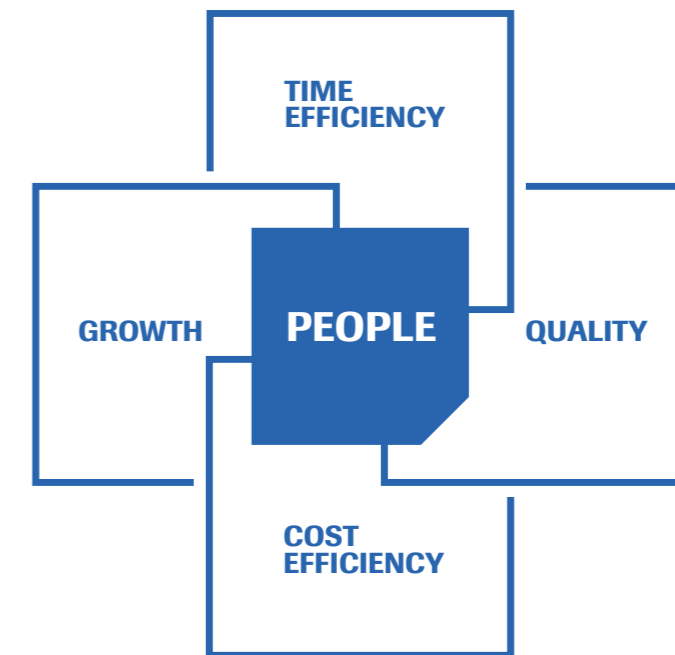
#### **POST-OPTIMIZATION**

Assess performance and evaluate against your pre-defined goals.

## Enabling greater results

### *for your entire organization*

At Roche Healthcare Consulting, we understand the importance of a tailored approach. Our years of experience and expertise have taught us the nuances of the healthcare landscape. We know that to succeed, you need industry's best practices along with well-planned, integrated solutions that you can start implementing today.



We intimately understand the issues that you and your customers face. That is why we're prepared to help you lead the way.

*Working together to enable you to lead the way to:*

**OPERATIONAL EFFECTIVENESS**

**ORGANIZATIONAL SUSTAINABILITY**

**HEALTHCARE TRANSFORMATION**

*with an action plan and support, you can execute change.*



**Published by**

Roche Diagnostics Ltd.  
CH-6343 Rotkreuz  
Switzerland

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*Doing now what patients need next*