



OptumCare: The Biggest Health Care System You Have Never Heard Of

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www.percipientpartners.com

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Duke
CORPORATE EDUCATION

INDUSTRY TITLE

352010 Biotechnology

352020 Pharmaceuticals

351020 Health Care Providers and Services

351010 Health Care Equipment and Supplies



abbvie

Allergan

aetna

Boston Scientific

21 DAYS

9 DAYS

-72.6 DAYS

61.4 DAYS



Celgene

AstraZeneca

UNITEDHEALTH GROUP

DANAHER

27.5 DAYS

13.6 DAYS

-45.5 DAYS

68.9 DAYS



GILEAD

Bristol-Myers Squibb

Anthem

Medtronic
Alleviating Pain • Restoring Health • Extending Life

37.8 DAYS

34 DAYS

-43.6 DAYS

76.1 DAYS

AVG CYCLE TIME FOR INDUSTRY = 60.9 DAYS

AVG CYCLE TIME FOR INDUSTRY = 93.8 DAYS

AVG CYCLE TIME FOR INDUSTRY = 35.6 DAYS

AVG CYCLE TIME FOR INDUSTRY = 116.6 DAYS

UnitedHealth Group: The Amazon of Health Care

Powering modern health care

Data and analytics



Health care operations



Health care delivery



Pharmacy care services



Population health management



Health Services

Optum, our Health Services platform, is a leading information and technology-enabled health services business dedicated to modernizing the system and improving the health of people and communities. Learn more about our Optum business segments below.



OPTUMHEALTH

OPTUMINSIGHT

OPTUMRX

OptumHealth serves the physical, emotional and financial needs of 89 million individuals, enabling consumer health management and collaborative care delivery through programs offered by employers, payers, government entities and, increasingly, directly with the care delivery system. OptumHealth's solutions reduce costs for customers, improve workforce productivity and consumer satisfaction and optimize the overall health and well-being of populations.

[Optum.com](https://www.optum.com) >

2016

- \$84 billion in revenue out of \$185 billion UHG
- \$16 billion of Optum revenue growth in 2016
- OptumHealth 75 markets
- Over 20,000 physicians
- \$15 billion direct to patient revenue
- Integrated data platform

Lessons Learned

- Creating a scalable platform is key to driving profitable growth at low cost
- Health care patients are more frequently demanding end-to-end services and the companies that can provide this efficiently are winning
- Companies that are more agile and have repeatable processes can drive competitive advantage relative to peers

LESSONS
LEARNED



Our Team



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LEADERSHIP FOR WHAT'S NEXT

