

Thought Leadership

Championing New Perspectives for the Business of Health Care

Sage Growth Partners (SGP) can provide speakers for multimedia interviews, keynote addresses, panel participation, and moderation and facilitation and workshop presentations. SGP's speakers travel nationwide. Custom programs are available upon request.

SGP is an applied strategy and technology firm focused exclusively on the health care industry. The firm provides thought leadership and multi-disciplined execution to growth-minded healthcare organizations, including health care delivery, technology, and finance organizations. Sage Growth Partners, founded in 2005, is located in Baltimore, MD, and services clients such as St. Jude Medical, GE Healthcare, R Adams Cowley Shock Trauma Center, University of Maryland Medical Center, and Alliant Insurance Services nationwide.



Speaking Topics

Health Economics, Policy and Markets
Health Care Information Technology
Formation of Viable Health Care Organizations
Strategy, Leadership and Innovation
Workforce Issues in Healthcare
Property and Casualty Industry/Health Care
Custom Programs Utilizing Current Innovative Thinking

Speakers

Don McDaniel President and CEO ([bio](#))

David Kovel CIO ([bio](#))

Dan D'Orazio Vice President of Strategy ([bio](#))

Paula Infield Vice President and Managing Director ([bio](#))

Deb Kephart Vice President and Managing Director ([bio](#))

Chris DeMarco Principal ([bio](#))

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Past Engagements

Health Economics, Policy and Markets

- “What if Health Care Operated as a Competitive Market?”
- “The Good, the Bad and the Promise of U.S. Health Care”
- “The Economics of Quality in the Health Care Industry”
- An Overview of the American Health Care System
- Healthcare as an Economic Engine
- Payment System Reform – Population Health, Bundled Payments, Pre-payment, Capitation, etc.
- An Overview of the Biotechnology Industry
- An Overview of Health Industry Regulation in the U.S.
- The Economics of Health Reform--Micro and Macro Economic Trends
- Comparative Health Reform Initiatives
- Consumer-directed Health Care
- Comparative Health Care Economics (global)

Health Care Information Technology

- The Impact of the Economic Stimulus Plan on Health Information Technology Adoption
- From High Hopes to HITECH: Money and Meaningful Use
- The Future of Health Information Exchange
- The Market for Electronic Medical Records
- Strategic Information Systems Planning
- Healthcare IT in the Group Practice Setting
- Deployment of Clinical Decision Support Systems
- Deployment of Physician Practice Management Systems
- Selection and Implementation of Health Care Information Technology
- Building an “IT-centric” Organization in Health Care



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Formation of Viable Health Care Organizations

- “Back to the Future: ACOs and other emerging Population Health Delivery Models”
- “Integrated Delivery Systems--Perception or Reality?”
- Merger, Acquisition, and Consolidation Activity in the Health Care Industry
- Strategic Options for Dynamic Health Care Organizations
- Business Models for Healthcare Organizations: An Overview
- Strategic Planning for Hospital and Physician Organizations
- Physician/Hospital Relationships
- Physician Integration Strategies
- Provider Group Formation
- Provider Network Formation

Strategy, Leadership and Innovation

- “Destination Health Care: The Growth of Medical Tourism”
- “Applying Porter’s Five Forces to Your Industry”
- “The Future of Health Care: Three Scenarios”
- The Globalization of Health Care Markets
- Fostering Innovation in Health Care
- Innovation in Life Science
- Strategic Planning Group facilitation

Workforce Issues in Healthcare

- “Assets Moving to their Highest-Valued Use: the Globalization of Health Labor Markets”
- Healthcare Labor Trends: Physicians, Nurses and Allied Health Staff

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Property and Casualty Industry/Health Care

- “Is the Juice Worth the Squeeze? – An Analysis of Health Care Cost Exposure and Outcomes in the U.S. Workers Compensation Industry”
- “Building a New Model of Medical Quality in Workers Compensation”
- Leading Trends Affecting the U.S. Workers Compensation Market

Custom Programs

- Paper Kills: Transforming Health and Healthcare with Information Technology – David Merritt and the Center for Health Transformation
- The Five Dysfunctions of a Team: A Leadership Fable - Patrick M. Lencioni
- Good to Great – Jim Collins
- How the Mighty Have Fallen – Jim Collins
- The World is Flat – Thomas Friedman
- The Future of Management: A New Era of Management – Gary Hamel
- Redefining Health Care – Michael Porter
- Consumer Directed Health Care – Regina Herzlinger
- The Innovator’s Prescription – Clayton Christensen
- Who Killed HealthCare? America’s \$2 Trillion Medical Problem—and the Consumer-Driven Cure – Regina Herzlinger
- In Sickness and in Wealth: American Hospitals in the Twentieth Century – Rosemary Stevens
- Blue Ocean Innovations: From Market-Takers to Market-Makers – utilizing Blue Ocean Strategy: How to Create Uncontested Market Space and Make the Competition Irrelevant, by W. Chan Kim and Renee Mauborgne
- The Fortune at the Bottom of the Pyramid: Eradicating Poverty Through Profits



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Fee Schedule

SGP can provide speakers for multimedia interviews, keynote addresses, panel participation, and moderation and facilitation and workshop presentations. SGP's speakers travel nationwide as well as internationally. Custom programs are available upon request.

Speaker Fees

Speaker fees reflect ranges for one-hour presentations by an SGP consultant or an SGP consultant and analyst. Quotes include preparation time and presentation time and depend on the speaker presenting. Have an international event? SGP presents to audiences worldwide!

Quotes vary for your type of organization and travel arrangements are taken into consideration. Travel and lodging needs may depend on individual consultants.

Multimedia Interviews

There is no charge for multimedia interviews (radio, television or website).



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References

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Contact

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