

# Suspect Value Proposition

	U.S. versus		
Measure	G-7	OECD	World
Cost	1	1	1
Health Status	7	18	24
Efficiency	7	22	72

Source: *Health, United States, 2002*, National Center for Health Statistics, U.S. Department of Health and Human Services, World Health Organization, RAND Corporation

“...risk-adjusted cost varied almost 3-fold...” Duke Clinical Research Institute, 2002

“...cost of poor quality was ... nearly 30% of the expense base...core medical processes that comprise the majority of what we do.” Mayo Clinic

“...27% difference in cost of treating otitis media...” Ozcan, 1998

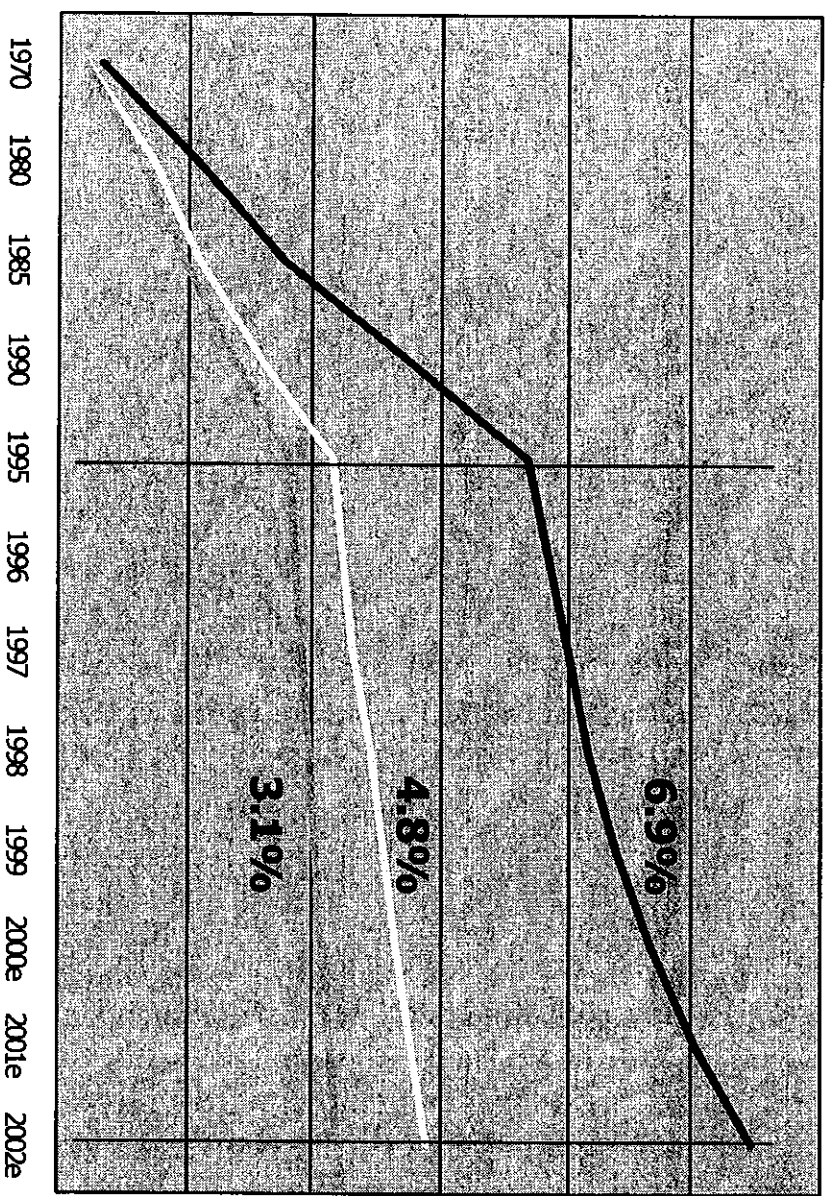
“...20 to 30 percent of the acute and chronic care that is provided today is not clinically necessary.” Becher, Chassin 2001

“The cost of poor quality in health care is as much as 60% of costs” Brent James, MD, IHC

“...30% of direct health care outlays are the result of poor-quality care...” MBGH, Juran, etal 2002

# High Cost: 2 – 3 X

Health Care Spending Per Capita



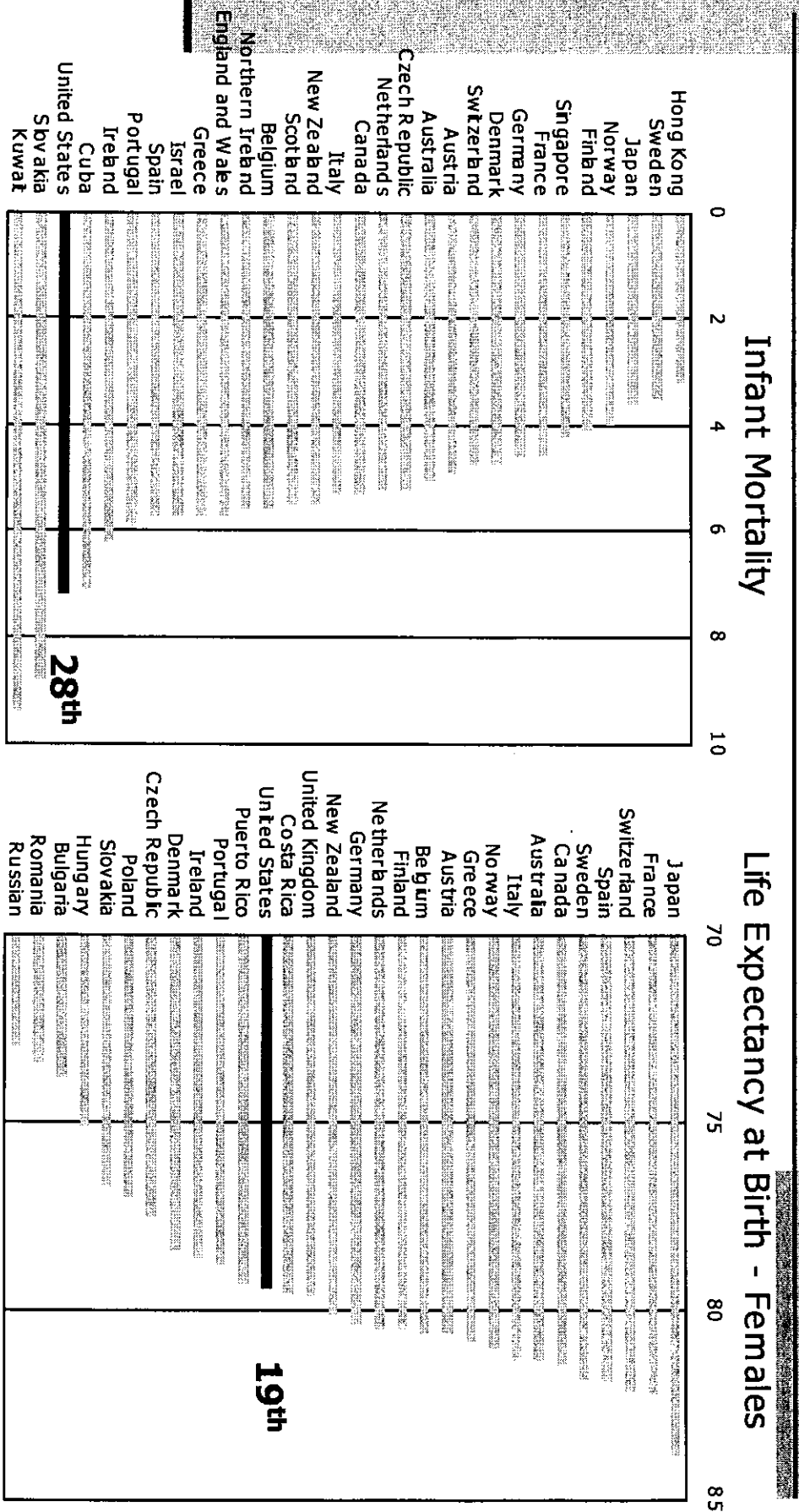
Source: *Health, United States, 2002*; Gordian Solutions analysis;  
 Five Countries: Luxembourg, Canada, Germany, Norway, Switzerland;  
 G-7 Countries: Canada, France, Germany, Italy, Japan, United Kingdom

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Next 5 \$2,876

G-7 \$2,191

# Poor Results



Source: *Health, United States, 2002*, National Center for Health Statistics, U.S. Department of Health and Human Services