



NAVIGANT HELPS VIRGINIA MASON PREPARE FOR MARKET TRANSITIONS

A thorough examination of options helps position the health system for success

THE CHALLENGE

The Seattle market is no stranger to provider consolidation as health systems and employers seek ways to reduce and predict their healthcare costs. Virginia Mason Health System (VM), a successful Seattle-based provider, received numerous proposals to become part of something larger. To be certain the proposed strategies and tactics promoted their mission of transforming healthcare, VM chose to evaluate new ways to expand its impact on the market.

THE SOLUTION

Beginning in 2014 and extending into 2016, VM worked with experts from Navigant on several efforts — all of which were designed to position VM for a stronger future as the Seattle market continues to evolve. Navigant's consultants assisted with:

1. Developing an enterprise strategic plan.
2. Establishing principles and criteria for potential partners within multiple strategies.
3. Designing and projecting results from integration with a partner.
4. Vetting and evaluating partnerships.
5. Conducting an operating review of a partner.
6. Examining primary care in a specific market segment.

"Virginia Mason Health System has achieved national and international success based on a management system that delivers a superior patient experience and singular value. Navigant quickly understood that any strategies, particularly those including partners, must be aligned with a culture that is described by quality, above all else. By bringing industry knowledge, strong processes, and the tangible commitment of senior advisors, Navigant has enabled us to anticipate and embrace VM's next set of challenges."

KERRY SHANNON
SENIOR VICE PRESIDENT, STRATEGY AND BUSINESS DEVELOPMENT

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About Virginia Mason Health System

Virginia Mason Health System is a nonprofit regional healthcare system based in Seattle that serves the Pacific Northwest. In the Puget Sound region, the system includes Virginia Mason Hospital; a 500-physician group practice; regional medical centers in Seattle, Bainbridge Island, Bellevue, Federal Way, Kirkland, Issaquah and Lynnwood; Bailey-Boushay House; Benaroya Research Institute; and Virginia Mason Institute. For more information, visit VirginiaMason.org.

Virginia Mason Health System also includes Virginia Mason Memorial, a hospital in Central Washington. For more information, visit YakimaMemorial.org.

About Navigant

Navigant Consulting, Inc. (NYSE: NCI) is a specialized, global professional services firm that helps clients take control of their future. Navigant's professionals apply deep industry knowledge, substantive technical expertise, and an enterprising approach to help clients build, manage, and/or protect their business interests. With a focus on markets and clients facing transformational change and significant regulatory or legal pressures, the firm primarily serves clients in the healthcare, energy, and financial services industries. Across a range of advisory, consulting, outsourcing, and technology/analytics services, Navigant's practitioners bring sharp insight that pinpoints opportunities and delivers powerful results. More information about Navigant can be found at navigant.com.

THE RESULT

Working with Navigant has helped VM develop an agile pathway to achieving continued strength and success.



VM has completed an acquisition and is in material discussions with other partners, both traditional and non-traditional. More importantly, VM senior leadership and its board of directors are aligned on continuing to achieve mission-based objectives in a dynamic environment. The organization is stronger than it was 18 months ago, and has several viable options that would allow it to continue to affect its region and various communities.



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