

Health providers lag comparable industries in cost savings from M&A transactions

Cross Industry

Financial Services

Relationship based; service oriented; transforming from brick and mortar to digitized access points with increased personalization

Telecom

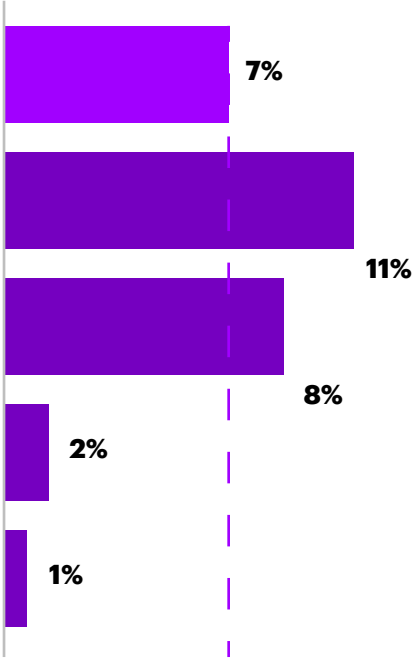
Commoditized core business isn't profitable and ongoing substitution of low cost, digital alternatives; reduction of customer loyalty

Hospitality

Asset heavy; combination of owned and franchised sites creates service consistency challenges; loyalty is essential for top-line stability

Health Providers

Asset heavy; increased digital presence; inconsistent service; customer willingness to try non-traditional healthcare



\$30M Annual non-labor savings a health system may leave on the table, by not merging like organizations in other industries