



# LEGACY SYSTEM CARE DELIVERY CAN BE REDESIGNED

**BILL GASSEN**

PRESIDENT & CEO, SANFORD HEALTH

# STRATEGIC POSITION

**SANFORD HEALTH  
WILL BECOME THE PREMIER**

*Rural Health System*

**IN THE UNITED STATES**



# ASPIRATIONAL TARGETS



**QUALITY:** Culture of safety and care outcomes.



**ACCESS:** Embrace shift in sites of care; maximize service availability across virtual, in-home and physical (facility) settings.



**EXPERIENCE:** Offer personalized services scaled across communities in our service area.



**AFFORDABILITY:** Consistently deliver high quality, low-cost services designed to meet the unique needs of our population.



**VALUE:** Align financial incentives to optimal care delivery through proactive pursuit of value-based payment arrangements.



**POPULATION HEALTH:** Lead demonstrable improvements in physical health, mental health and overall well-being for communities in our service area.



**PEOPLE:** Attract, develop, retain and engage our workforce.



**FINANCIAL PERFORMANCE:** Operate a profitable health system with the stability and strength to weather uncertainties and invest in strategic opportunities.



# VIRTUAL CARE INITIATIVE

- Enhance and expand existing telemedicine service
- Virtual Care Center
  - The Sanford Virtual Care Center will house dedicated clinician workspaces equipped with state-of-the-art telemedicine technology.
- Virtual Care Satellite Clinics
- Virtual Care Innovation Institute
- Training
- Education



# SANFORD HEALTH VIRTUAL CARE

## VIRTUAL CLINIC SERVICES

**66 SPECIALTIES**  
offering telemedicine services

**79 ORIGINATING SITES**  
receiving telemedicine services

**25+ MILLION MILES SAVED**

## VOLUME BREAKDOWN

**VERBAL VISITS 97,946+**

**E-VISITS 85,928+**

**VIDEO VISITS 498,688+**

**ER VISITS 3,270+**

**TOTAL VISITS 685,832+**

Serving a population of

**1.4+ MILLION PEOPLE**

across **4 STATES**



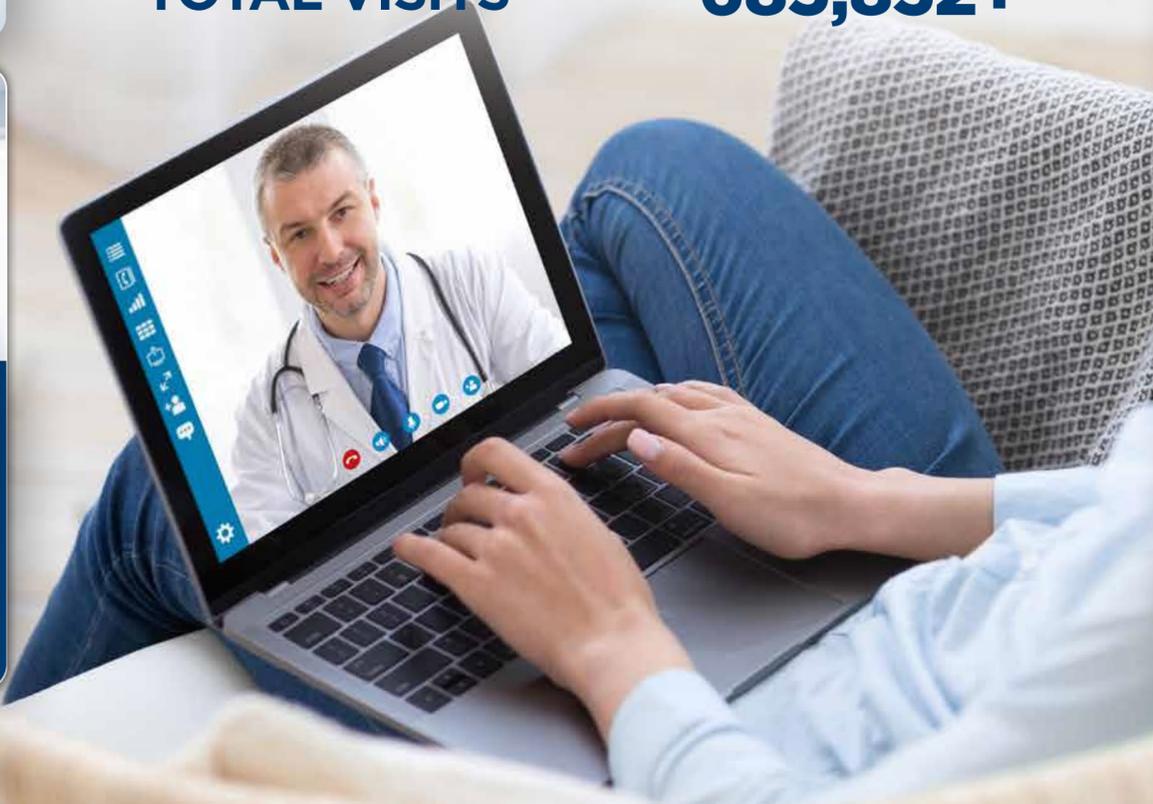
## VIRTUAL CARE SERVICES LIST

- Video visits
- E-visits
- Verbal visits
- Home monitoring
- Emergency
- Hospitalist
- Inpatient
- Pharmacy
- Radiology
- Long-term care
- Education and support groups



## SANFORD EMERGENCY SERVICE

- 57% avoided transfer rate YTD
- 18% thrombolytics administration rate



\*\*As of July 2023.



# GRADUATE MEDICAL EDUCATION EXPANSION

## NORTH DAKOTA

- Family Medicine
- Hematology/Oncology
- Internal Medicine
- Neurology
- Orthopedics
- Podiatry
- Psychiatry
- Surgery
- Transitional Year

## SOUTH DAKOTA

- Cardiovascular Disease
- Family Medicine
- Genetic Counseling
- Internal Medicine
- Interventional Cardiology
- Pathology
- Pediatrics
- Surgery
- Transitional Year

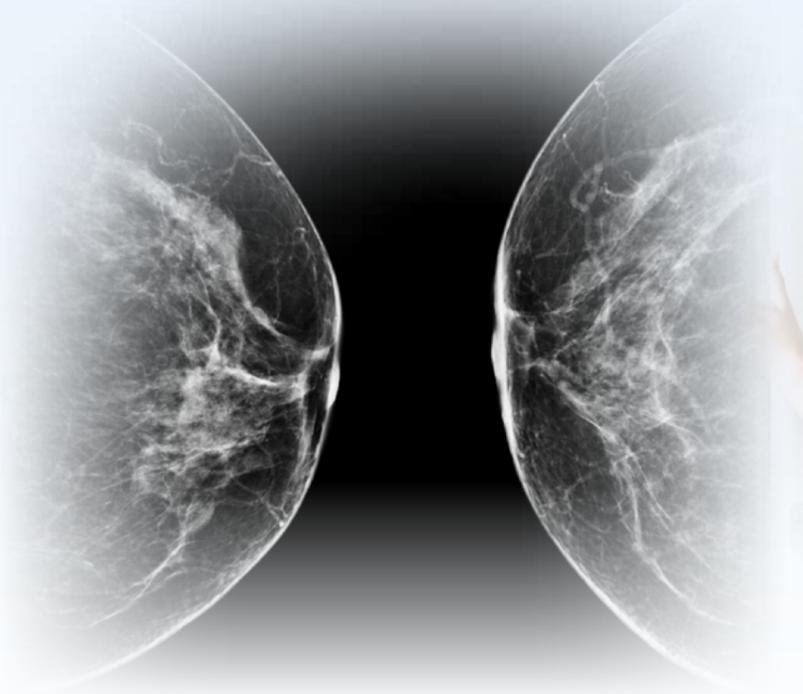


# ACCESS: SERVICE LINE EXPANSION—BREAST CANCER

## MOBILE MAMMOGRAPHY



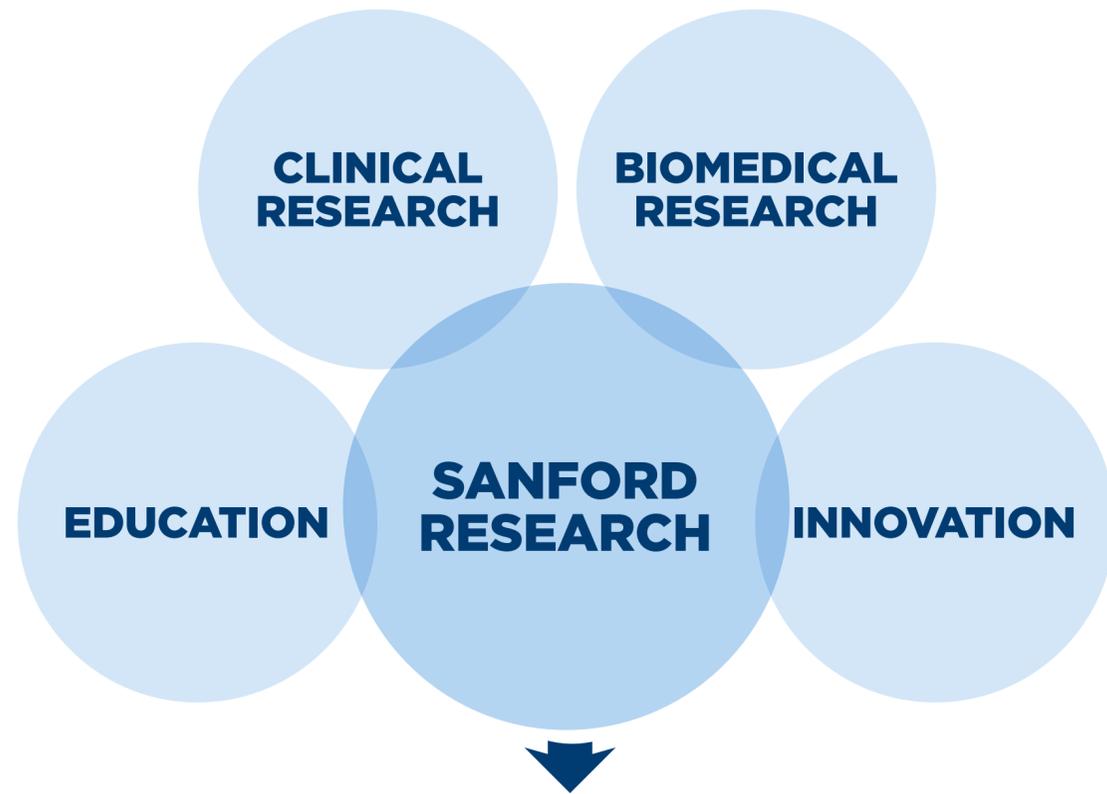
## 3D MAMMOGRAPHY



## EARLY DETECTION



# SANFORD RESEARCH



## CLINICAL RESEARCH

- **161** clinical trial investigators
- **540+** clinical trials actively enrolling

## BIOMEDICAL RESEARCH

- **25** basic science faculty, **4** MD scientists
- Annual External Funding = **\$12M**

## EDUCATION

- PROMISE STEM outreach
- Graduate Medical Education

## INNOVATION

- CoRDS registry, rare disease
- COVID-19 Registry



**\$20M+** external funding  
**940+** research studies open with the IRB  
**220+** investigators  
**2,500+** publications  
**60,000+** biobank enrollees



**MILES study**-using stem cells to treat osteoarthritis of the knee. **FIRST** multi-modal stem cell trial under a single IND



**Largest** screening program of children for prediction of developing type 1 diabetes



**Pharmaceutical partnerships** resulting in Sanford as a priority site for clinical trials including first-in human trials, and protocol development



**COVID-19 Registry** 290,000 patients, 12+ clinical trials and many follow-up studies



Part of the **FIRST** successful gene therapy clinical trial for CLN6-Batten Disease

