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"Decision Options" a comprehensive framework for longterm sustainability of healthcare providers

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The health industry is undergoing tremendous changes in the wake of the implementation of the Affordable Care Act and revenue/cost pressures. One aspect of this is the use of data and analytics in making better decisions to improve patient welfare, reduce cost, manage demand and capacity and contract based on performance. The industry has been insular, unable to utilize well developed methodologies and technologies from competitive industries primarily because of lack of incentives to change. Decision Options is a comprehensive framework, integrating predictive and decision analytics in an economic framework to enable decisions that improve profitability and long term sustainability of healthcare providers. It was developed in solving complex decision problems in many industries including life sciences, aerospace, energy and hi-technology. It is able to use a variety of patient and hospital data to rapidly build predictive analytics models, able to probabilistically predict events and timing. Such predictions are then used in rules based decision engines to create triggers and exceptions to effect actions to improve patient management & compliance, forecast utilization and demand and even workflow within provider facilities. Such decisions impact overall economics - including profitability, risk and resource utilization. Using uncertainty in all factors that drive the value of the company, it also provides enterprise wide decision guidance including - M&A, Capital investments, Performance management and others to improve overall value.

Biography

Gill Eapen has two decades of experience in strategy, finance, risk and general management. Mr. Eapen's past experience includes senior positions at fortune 100 companies, consulting and private equity firms. He has consulted for over five dozen companies worldwide in diverse industries, including life sciences, energy, aerospace, high technology and consumer goods. In 2000, he founded Decision Options, a pioneer in economic value based decision making, risk, and portfolio management. Decision Options has created a technology with broad applications in valuation, risk management, portfolio optimization and deal structuring. It has 3 patents pending on the technology and business processes deployed. Decision Options also managed a Long/Short US Equity fund that used proprietary analytics and risk management principles. Currently, he is the chairman and CEO of Decision Options, a firm he founded in 2000 to fundamentally transform decision-making processes in complex organizations under uncertainty and flexibility. Previously he was an executive at Charles River Associates, a leading global consulting firm that offers economic, financial, and business management expertise to major law firms, industries, accounting firms, and governments around the world. Previously, he was a member of the R&D leadership team at Pfizer, responsible for the planning of the entire R&D portfolio including internal allocation of capital and external assessments of business development deals. Before that he was engagement manager at Deloitte Consulting, where he provided strategic and operational advisory services for companies in many industries including software, consumer goods, commodities and manufacturing. Mr. Eapen is a CFA charter holder, a member of the Boston Society of Security Analysts and a frequent speaker in conferences worldwide. He holds graduate degrees from the University of Chicago and Northwestern University and an undergraduate degree from the Indian Institute of Technology, Chennai. Mr. Eapen is the author of two text-books. The first book, Decision Options: The Art and Science of Making Decisions, provides the theory and practice of real options in economic valuation and investment decision-making in private assets. The second book, Flexibility: Flexible Companies for the Uncertain World is a comprehensive discussion of the structure, systems and strategies needed for companies to survive and succeed in an increasingly uncertain world. His blog and accompanying book are called Scientific Sense.

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