

Strategic **collaborations**

Activating shared visions for success

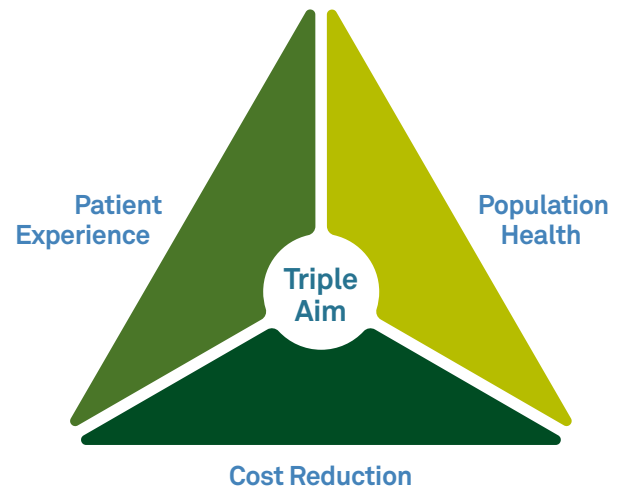


Create value in transformative times

Build a solid, strategic collaboration

Over the past 10 years, few industries have seen as much change as healthcare. And there is no sign that the pace of transformation is slowing. Health systems large and small are invigorating their business models to enhance revenue, reduce costs, and improve patient outcomes. The admirable goals of Triple Aim are challenged not only by shifting regulations and the growing amount of unstructured and disconnected data, but also by the declining number of physicians,¹ an aging American patient population with increasing demands, and the uncertainty that comes from ongoing consolidation.

Like you, Quest Diagnostics faces these challenges every day and knows that finding success in a changing landscape is difficult. We also know that it helps to have a strong, strategic partner—one committed to your goals with a proven, flexible approach.



The 4 cornerstones of strategic collaborations: principles, people, places, and process

Over time, Quest has learned—and reaffirmed—4 cornerstones of strategic collaborations.

1

Principles

Building successful strategic collaboration relies on 3 principles:

- Every collaboration is custom-made
- Open, honest, frequent communication builds trust
- Data drives intelligent decision-making

2

People

We invest in our people to make sure they are current with the best ways to support and address our partners' and their patients' needs. Our scientific, medical, operational, and data analytics experts stand ready to create value for your institution.

3

Places

We are building labs and developing diagnostic solutions to meet the growing demands of modern healthcare delivery.

4

Process

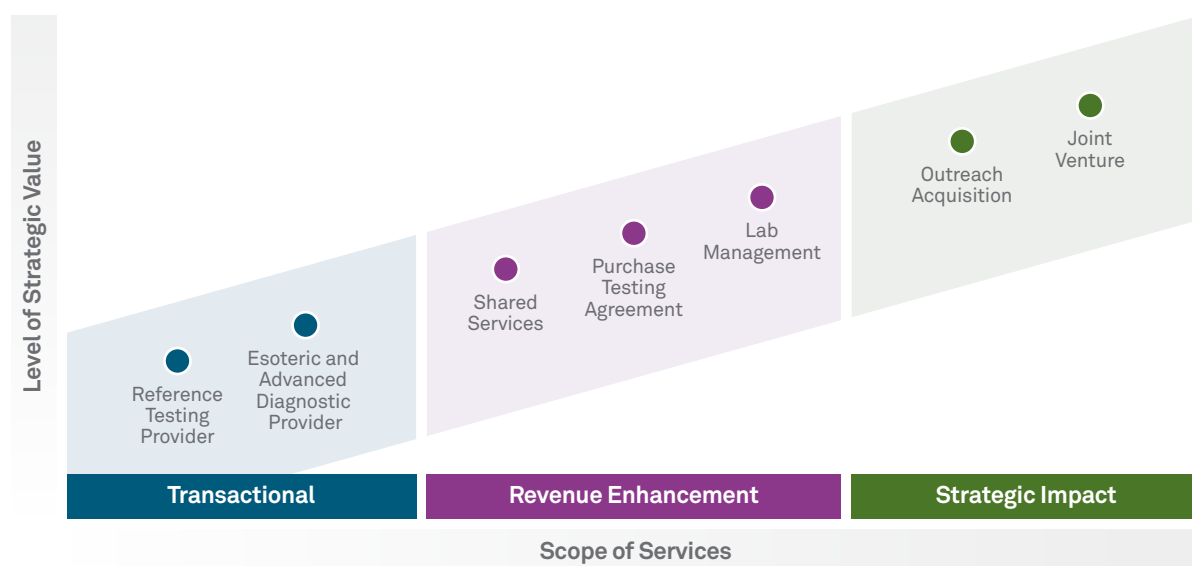
We are action-oriented but guided by proven processes.



Quest knows how
to build a strategic
collaboration with
you that creates
value for you.

Multiple models for multiple possibilities

From the transactional to the strategic, there's a business model that's ready to respond to your challenges and meet your goals.



“I would like for other healthcare systems to learn from Quest how to create partnerships.”

– Barry H. Ostrowsky, President & CEO, RWJBarnabas Health



Contact your health systems representative or visit QuestForHealthSystems.com to learn more about our strategic collaborations.

Reference

1. www.aamc.org/newsroom/newsreleases/458074/2016_workforce_projections_04052016.html

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