# CLINIC 20XX

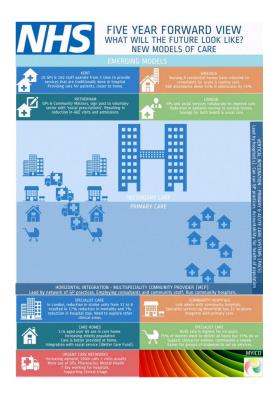
#### DESIGNING FOR AN EVER-CHANGING PRESENT © CADRE, 2015

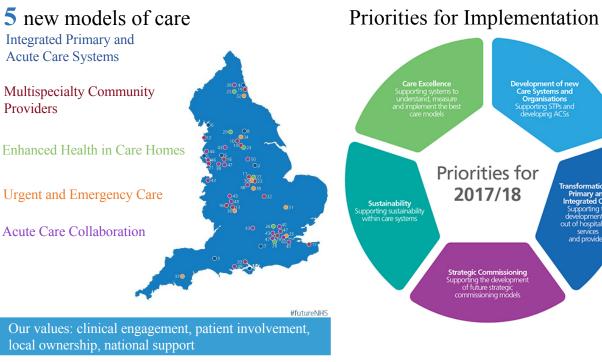
#### THE 2017 BRITAIN STUDY

Upali Nanda, PhD, Assoc. AIA Director of Research

Jane Ho, Dip. Arch, MSc., RIBA Healthcare Design Director

# **Changing Paradigm in Britain**





#### Source: https://myico.net/tag/5-year-forward-view/

CADRE

Source:

Adapted from https://www.England.nhs.uk/vanguards

#### Source:

https://www.scwcsu.nhs.uk/news/201-putting-thefive-year-forward-view-into-action-developingsupport-for-vanguards-and-new-models-of-care

veloping ACS

Transformation of

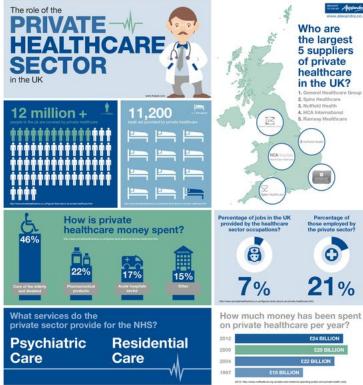
Primary and Integrated Care

upporting the

development of out of hospital care

and providers

## **A Changing Health Market**



#### New Models of Private Healthcare

- Consultant / Private Hospital Clinic Partnership / Investment group
- NHS / Private Hospital / Consultant Clinics
- Consultant / Private GP Clinics
- 'Shopping Mall' Clinics
- Privately Funded 'Clinics'

HCAHospitals World-Class Healthcare

Source: www.healthcareinsured.co.uk







#### One Question:

## What is the clinic of the future?







How do we design not for a faceless future but a dynamic, ever-changing present?

# 





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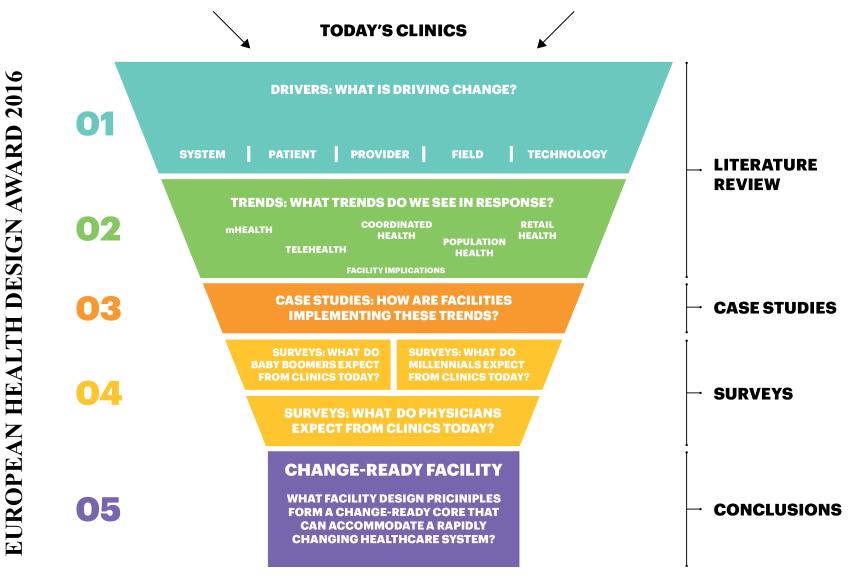


# 20X

DESIGNING FOR AN EVER-CHANGING PRESENT







**CLINIC 20XX** 



## 5 Drivers | Driving Change





**PATIENT** chronic conditions, consumer expectations.



**PROVIDER** physician shortage, extender/team increase.



FIELD advanced diagnostics, precise & personalized medicine.



**TECHNOLOGY** technology boom, big data and sophisticated construction

### 5 Trends | Responding to Change



#### mHealth/Telehealth health at hand, remote access



Care Coordination coordination between patients, providers and systems for efficient patient care and work flow



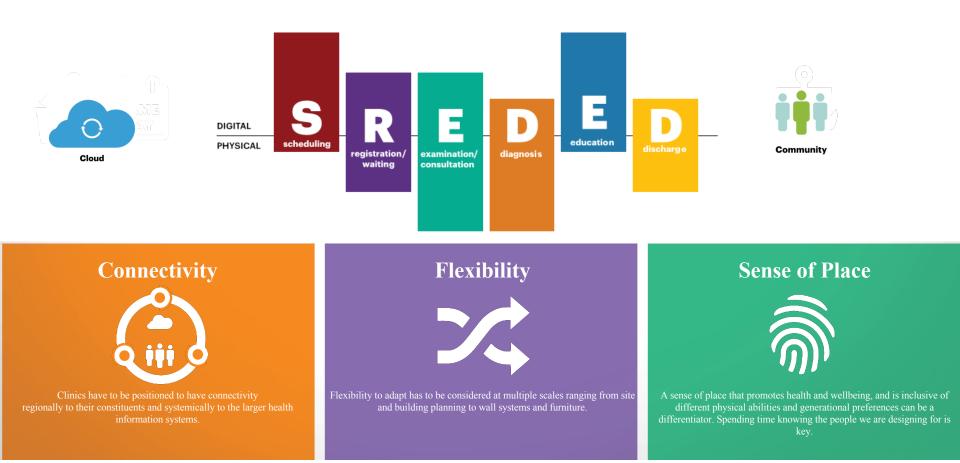
**Population Health** community-based, whole person health with regional health goals



**Retail Health** demand-focused, choicebased health for extensive and immediate reach



## **Key Insights from 20XX**



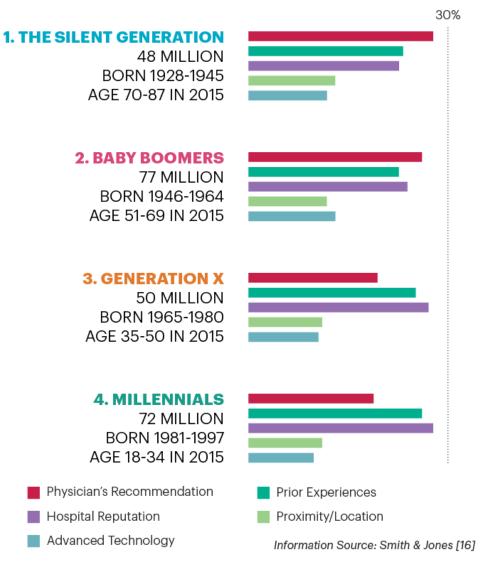




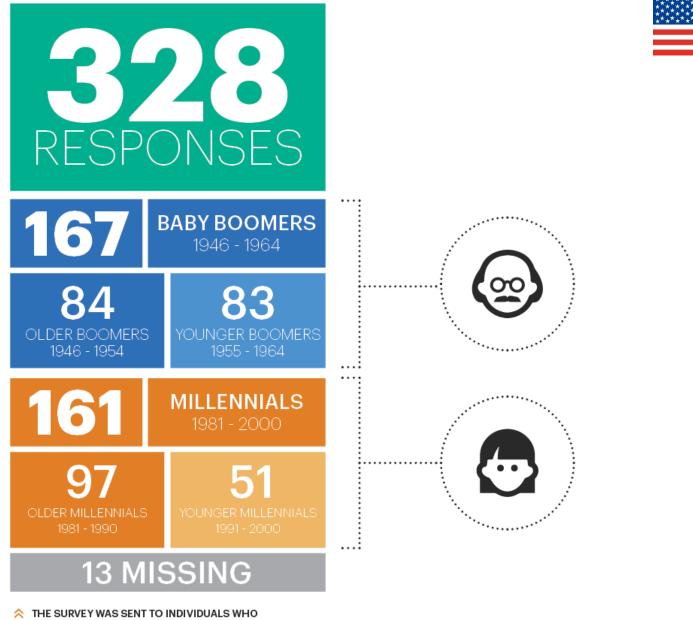
#### Are these Principles Globally applicable?



## The Biggest Variable: People

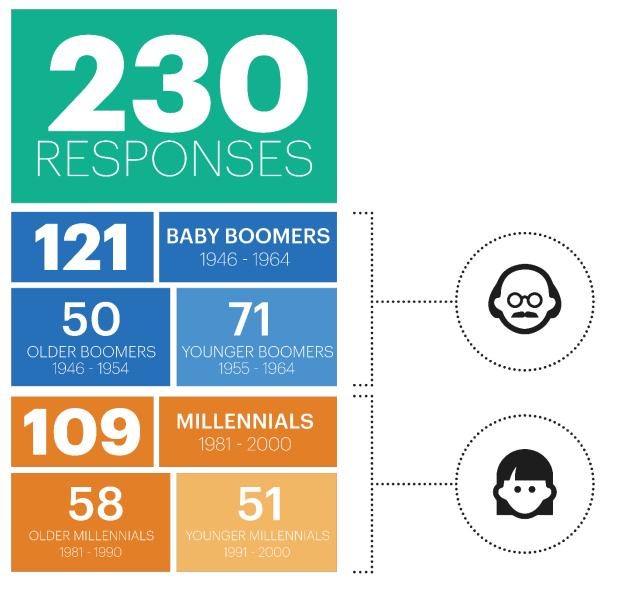


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THE SURVEY WAS SENT TO INDIVIDUALS WHO HAD VISITED AT LEAST ONE CLINIC FOR THE FIRST TIME WITHIN THE LAST SIX MONTHS.

CADRE Center for Advanced Design Research and Evaluation



☆ THE SURVEY WAS SENT TO INDIVIDUALS WHO HAD VISITED AT LEAST ONE CLINIC FOR THE FIRST TIME WITHIN THE LAST SIX MONTHS.







#### Patient vs. Consumer

How would you describe yourself?



A patient needing health services



A consumer buying health services





#### Patient vs. Consumer

How would you describe yourself?



#### Patients First! The clinic patient is not the typical consumer





"People use patient and consumer interchangeably. You're strategically doomed if you use them interchangeably because they're not the same."

-Jeff Margolis, chairman and CEO of Welltok, developers of a consumerfacing health optimization platform







### Experience vs. Service

How would you describe yourself?

579

Having a good experience is more important than just having my health issue addressed

As long as my health issue is addressed, I don't really care about the experience

Experience is important, especially for millennials

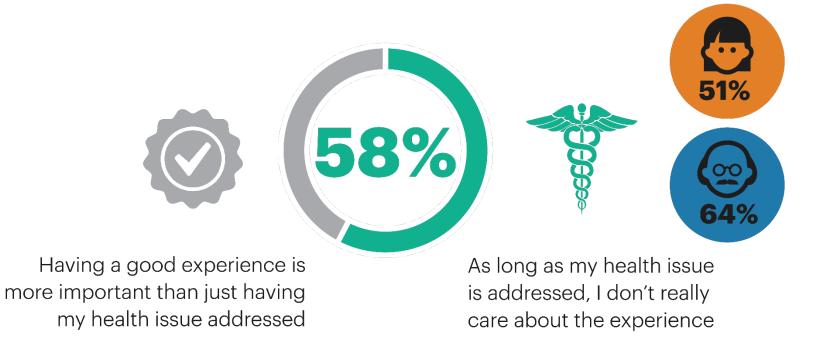
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62%



### Experience vs. Service

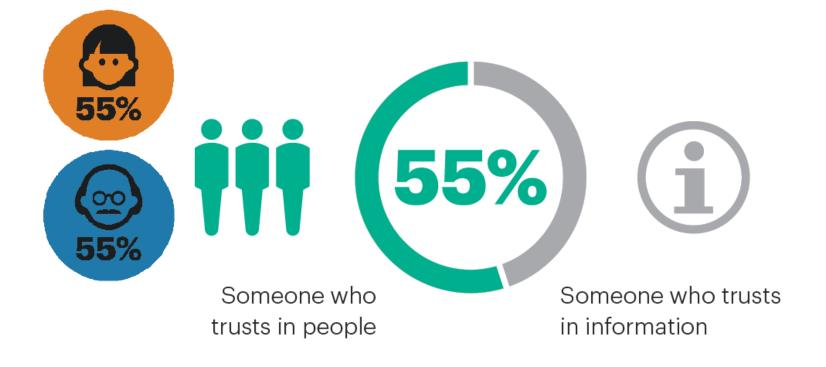
How would you describe yourself?



Experience is less important



#### People vs. Information



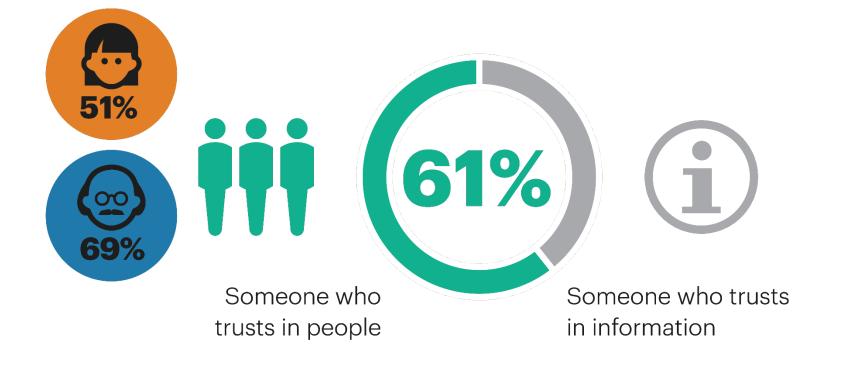
People trust people







#### People vs. Information



People trust people







#### Phone vs. Portal

How would you describe yourself?

Keens of communication and not a means to access health services

Times are changing - millennials see their phones as the portal



#### Phone vs. Portal

How would you describe yourself?

I consider my phone a means of communication and not a means to access health services

I consider my smartphone my lifeline and would like to access services through it

Times are changing - millennials see their phones as the portal





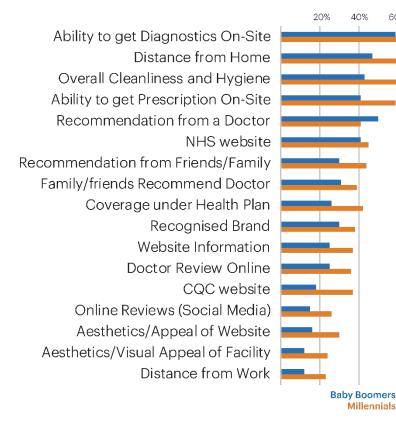


#### What made patients select their clinic?

#### 20% 40% 60% Coverage under Health Plan **Overall Cleanliness and Hygiene** Ability to get Diagnostics On-Site Distance from Home Recommendation from a Physician Ability to get Medication On-Site **Recognized Brand** Family/Friends Recommend Physician Recommendation from Family/Friends Physician Review Online Website Information Aesthetics/Visual Appeal of Facility Distance from Work Online Reviews Aesthetics/Appeal of Website **Baby Boomers**

**Top Selection Factors (Top Box Score)** 

#### **Top Selection Factors (Top Box Score)**



Healthcare coverage & perception of cleanliness are important for boomers and millennials

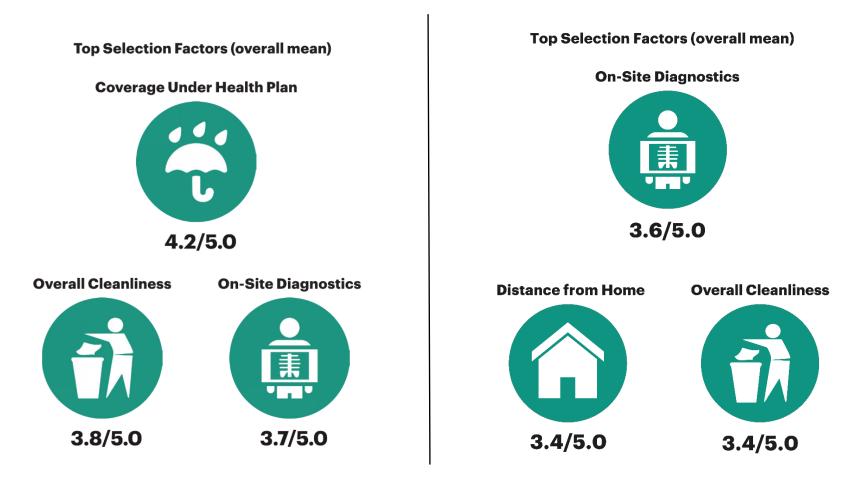
**Millennials** 

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#### What made patients select their clinic?

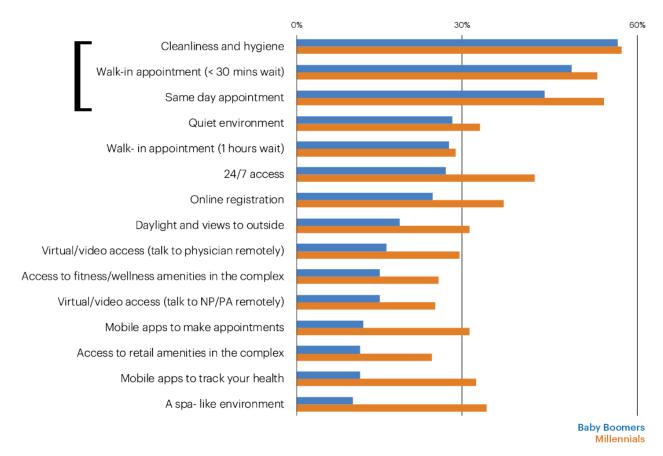


Healthcare coverage & perception of cleanliness are important for boomers and millennials

On-site diagnostics & distance from home are important for boomers and millennials



#### What features make a clinic more appealing?

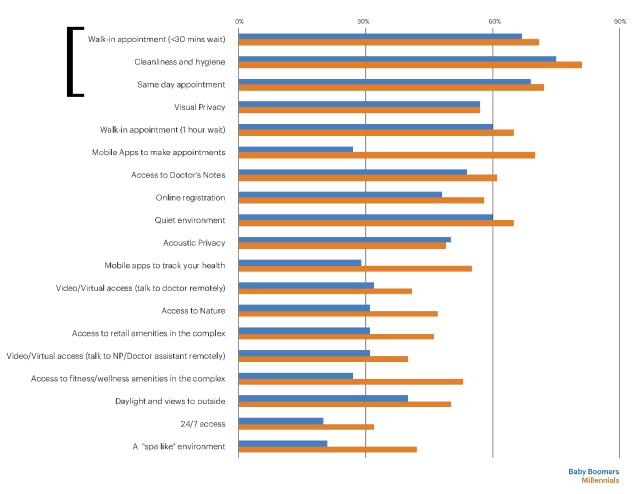


Boomers have more streamlined and pragmatic priorities Millennials want more. Use of apps, and a "spa-like" environment are much higher for millennials compared to boomers.





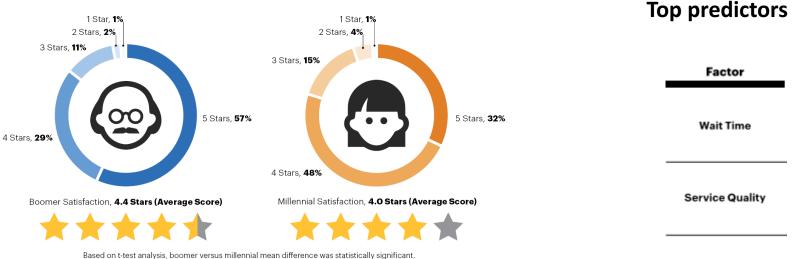
#### What features make a clinic more appealing?



The top 3 features are the same in the US and the UK. Spa like environment is less important millennials in UK than in the US.

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# How satisfied are patients with their visit? What predicts their satisfaction?



Boomers, overall, are more satisfied with their care than millennials.

Overall, millennials are less satisfied than boomers For both millennials and boomers, wait times and service quality predict satisfaction.

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**Top predictors** 

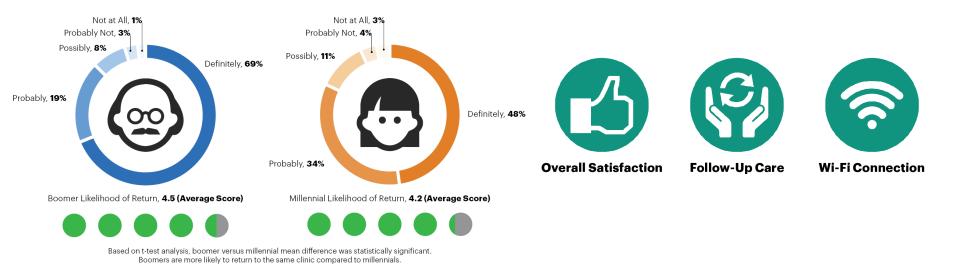
# How satisfied are patients with their visit? What predicts their satisfaction?



Overall, millennials are less satisfied than boomers For both millennials and boomers, wait times and service quality predict satisfaction.

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# What is the likelihood of going back to the clinic? What predicts their return?



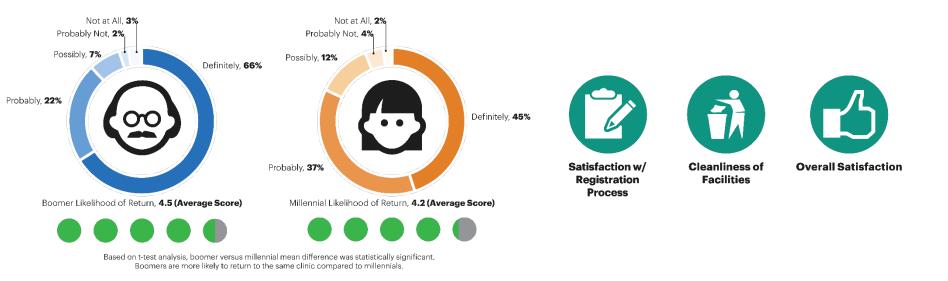
## Overall, millennials are less likely to return to the same clinic, compared to boomers

For both millennials and boomers, overall satisfaction, follow-up care and wi-fi connection predict a return visit





# What is the likelihood of going back to the clinic? What predicts their return?



## Overall, millennials are less likely to return to the same clinic, compared to boomers





"Good service, kind workers, cheap prices."

"Cleanliness . Accessibility. Welcoming environment."

"Cleanliness. Quickness. Niceness."

"Could have been cleaner; physical building itself looked used and abused."



## "I'd like to feel like a priority"





"Time. Trustworthiness. Thorough."

"Cleanliness .Efficiency. Reliability."

"Locality. Convenience. Reputation."

"Better parking. Coffee Machine. Free newspaper or magazines to read."



## "They listen to what you say, Address any concerns, follow up on treatment."



#### OLIVER WYMAN

#### with A Life Sciences

#### THE PATIENT-TO-CONSUMER REVOLUTION

HOW HIGH TECH, TRANSPARENT MARKETPLACES AND CONSUMER POWER ARE TRANSFORMING U.S. HEALTHCARE

Tom Main • Adrian Slywotzky

NAME A DISCRETE AND A DISCRETAN



Roughly 15% of people in the population are in a patient state at any given time. The other 85% of the population are in consumer mode - other influences besides clinical data drive status and decisions

Source: Margolis, 2014



# Design Implications



# Change- Ready Design Implications





# **Consult/Care Space**

Think of each area of interaction between the patient and the system as a "CARE" space









#### Always engaged

/Remove "waiting" room from the vocabulary

/Use the time spent waiting for reflection, education and preparation-

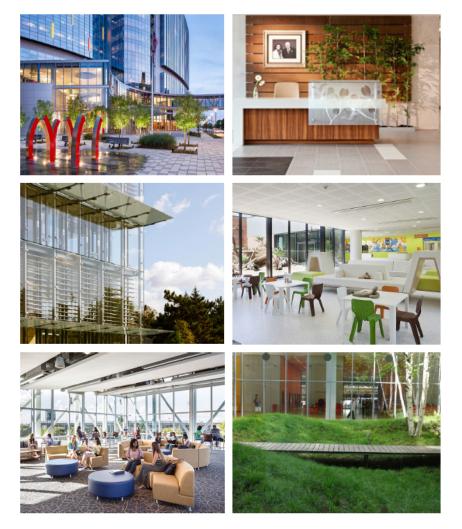
or simply supporting a patient lifestyle

/Name rooms based on purpose. Waiting has no purpose.





# **Unique Sense of Space**





/Materials and finishes that promote cleanliness and perception of cleanliness

/Configurations that support meaningful interactions between patient and provider

/Comfort (multi-sensory)

/Quiet

/Visual appeal

/Ambience

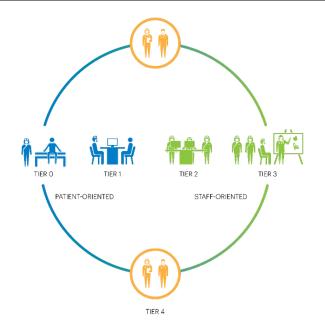
/Nature



# **Scalable Work Space**

## **Work Space**

Efficient "range" of spaces that foster focused work, collaboration and care coordination with <u>technology integration</u>



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# Application



**Outpatient Department – General Clinics** Royal Liverpool University Hospital with NBBJ







# **Take Aways**

- Patients First. Consumers Second.
- Service IS Experience. Think of them in tandem
- Wait & Follow-up is part of the visit
- 3C: Convenience, Cleanliness, Cost
- Create environments where **experience and efficiency** align- for "discerning" patients
- Flexibility, Connectivity and Sense of Place are key

# Thank you

Full report of US study available for download at <u>www.cadreresearch.org</u> UK special edition to be released in Aug 2017

> Contact jho@hksinc.com Unanda@hksinc.com



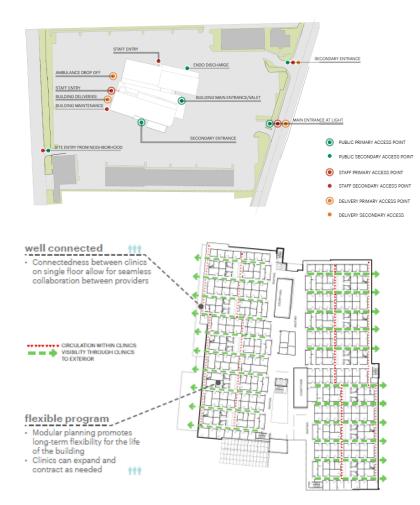




# **The second seco**









## PHYSICAL AND VIRTUAL ACCESS TO SITE

#### STRATEGIC LOCATION

CONNECTIVITY AMONG: KEY SPACES KEY TEAM MEMBERS PATIENT AND PROVIDER HEALTHCARE SYSTEM

#### EASY ACCESS TO INFORMATION

WI-FI ACCESS





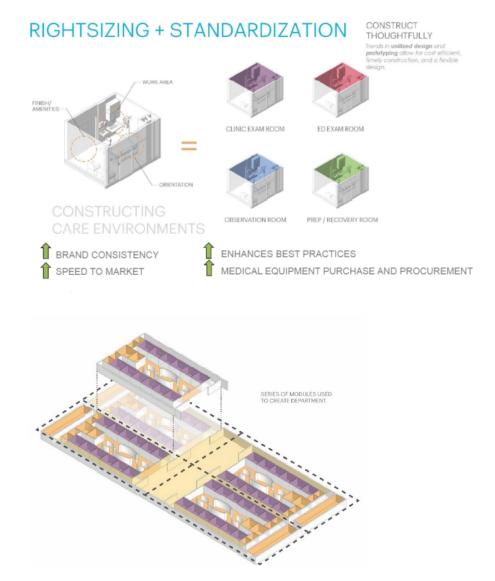


#### EXPAND AND CONTRACT IN SIZE

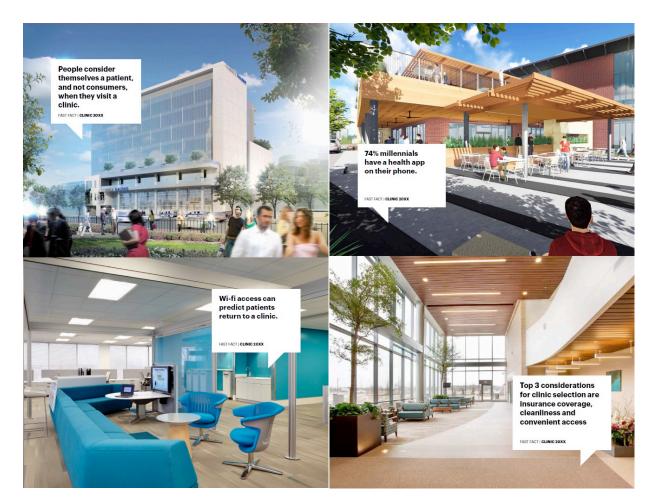
#### ACCOMMODATE CHANGING FUNCTION AND UTILIZATION

#### ACCOMMODATE RAPIDLY CHANGING TECHNOLOGY

#### MODULAR APPROACH







Read the full Clinic 20XX report at

http://www.cadreresearch.org/projects/clinic-20XX



## **DESIGN INOVATIONS**

#### raditional

Registration at the office with paperwork to fill out and wait.

Waiting room with TV, magazines, vending machines

#### Innovations



#### Self-registration/e-kiosk



- Concourse Waiting
- Healthy Cafes
- Self-Rooming

#### Change-Ready Facilities



Tech-ready contact points

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- Pause areas with comfort and connectivity
- Change "waiting" to value added time via Education/ Engagement/ Patient Prep

## **DESIGN INOVATIONS**



Exam Room

Innovations



**Family Room** 

- Consult/ Talking Rooms
- On-stage/ Off-stage Access
- Embedded Video conferencing ability
- Mobile telehealth capabilities
- Elimination of Exam Beds
- Group consult/ community rooms

#### Change-Ready Facilities



**Consult/ Care Space** 

- High connectivity (reach to remote sites and support staff in clinic)
- Flexibility to incorporate different needs/functions (for different clinic types)
- Scalability (ability to address a group/ cohort)



#### CLINIC AS A CONDUIT



Clinics will be **the first point of contact** between a patient and health system, with the most reach into a community.

It will be a critical portal for **precise and personalized** medicine

Moving forward, clinics must facilitate this connection. They will serve as the conduit between the cloud and the community.





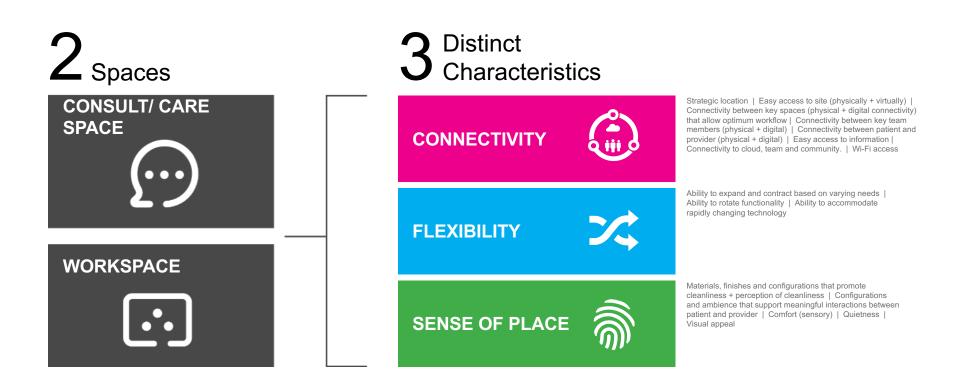
## **BLURRING BOUNDARIES**



Understanding the shifting boundary between cloud-space and facility footprint. Understanding the connections between clinic spaces, and preparing for the shape-shift that may occur in the future .



# **Key Principles**





## **DESIGN INOVATIONS**

#### Traditional

Discharge Area

Private Offices and Nurse Stations

#### Innovations

Check-out in consult/exam room using mobile technology

Workspaces and team stations set up with open offices and collaborative team stations



#### Change-Ready Facilities

Flexibility to allow different modes of discharge

Workspaces that have:

- High physical connectivity (proximity) between team members
- High digital connectivity that allows digital tracking and information access at a systemic level

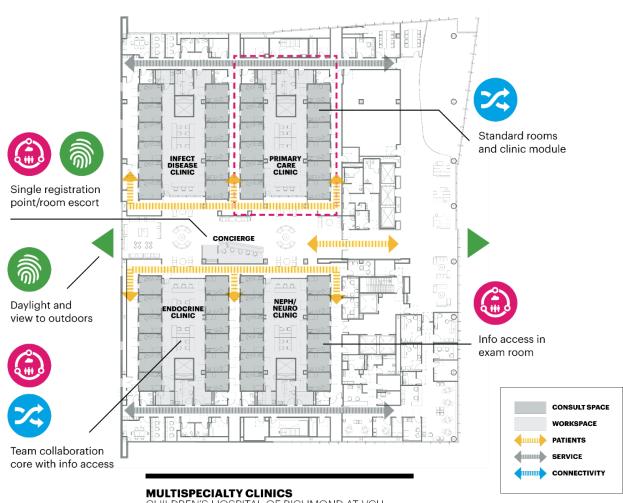


# Making it Real





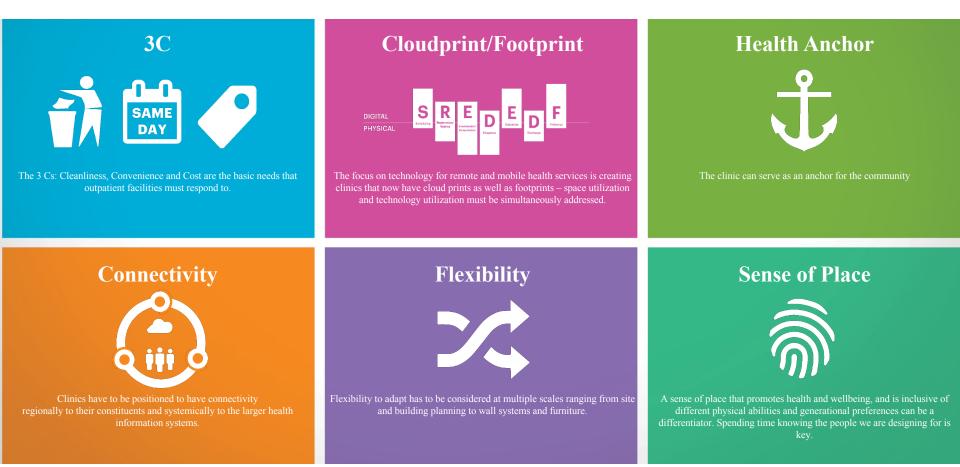




CHILDREN'S HOSPITAL OF RICHMOND AT VCU



# APPLYING CLINIC 20XX



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