

Hospital Digital Experience Special Report

## Beyond Responsive Websites: Health Systems Rise to the Problem and Promise of Mobility

SHSMD U May 31<sup>st</sup>, 2017 12:00pm CT

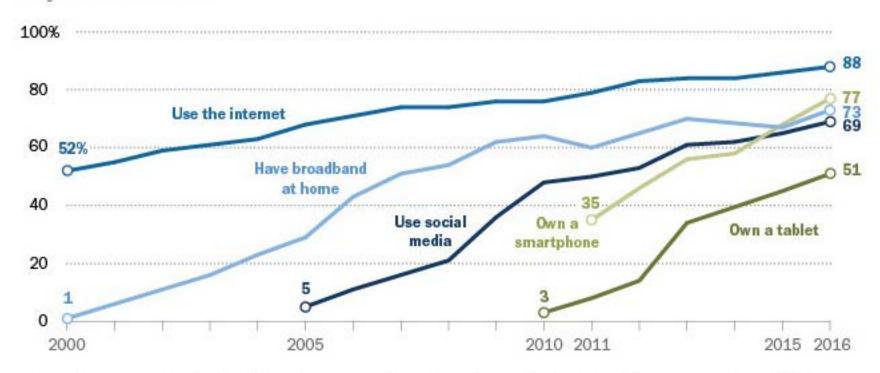




## Mobile growth outpaces others

#### The evolution of technology adoption and usage

% of U.S. adults who ...



Source: Surveys conducted 2000–2016. Internet use figures based on pooled analysis of all surveys conducted during each calendar year.

PEW RESEARCH CENTER

Pew, Record shares of Americans now own smartphones, have home broadband, January 12, 2017



To care is to simplify.



"In the age of the customer, companies that are loved win."





@UsefulArts
@ConnectiveDX

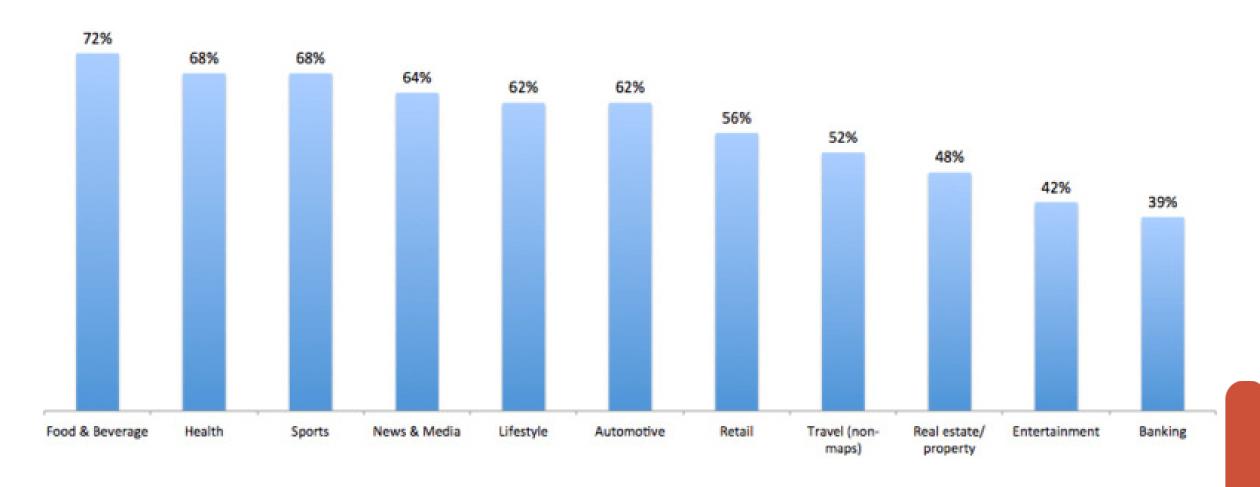
## Mobile is the <u>primary</u> user type

- 71% of online time in US is mobile
- 54% of email is opened via mobile (vs. 20% in desktop application)
- 58% of search queries are mobile

<sup>2-</sup>Litmus, 2017 State of Email Report

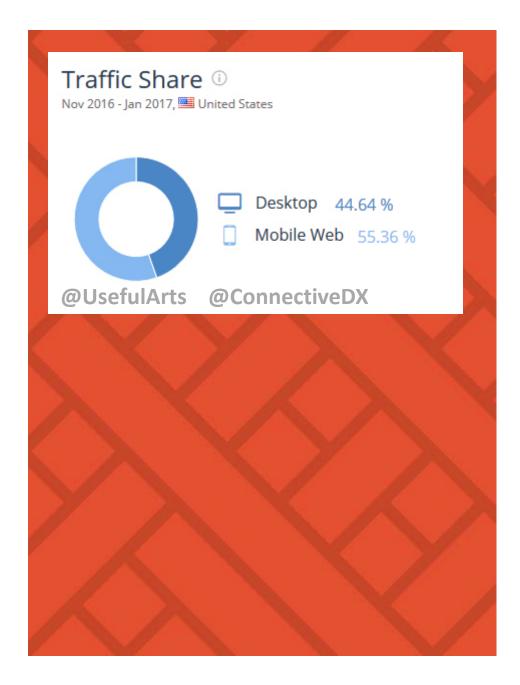
<sup>3-</sup>Hitwise, Mobile Search Topics & Themes, August 2016

#### Share of online searches initiated on a mobile device, by industry



Source: Hitwise

## Mobile exceeds desktop traffic 20% on average



























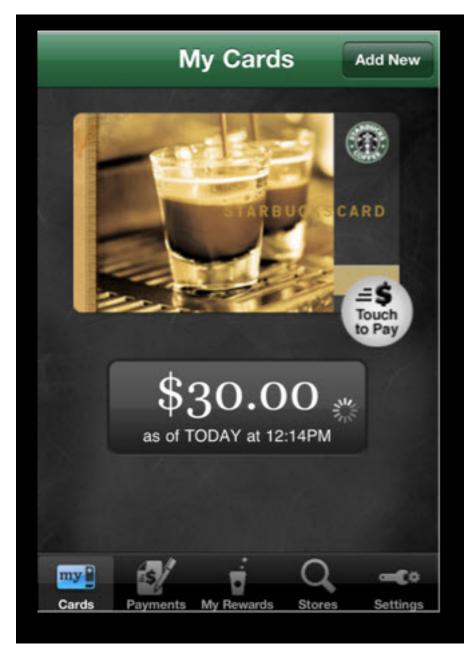




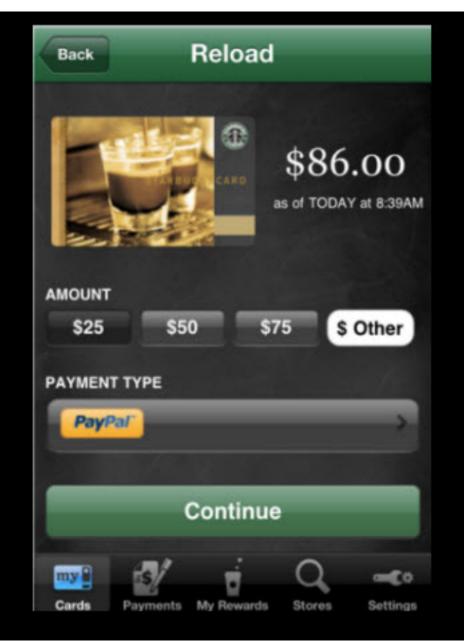
As mobile experiences begin to change clinically relevant behaviors – they will shift from describing the value of care to increasing it.

Dave Wieneke @ConnectiveDX

## Touch to co-pay

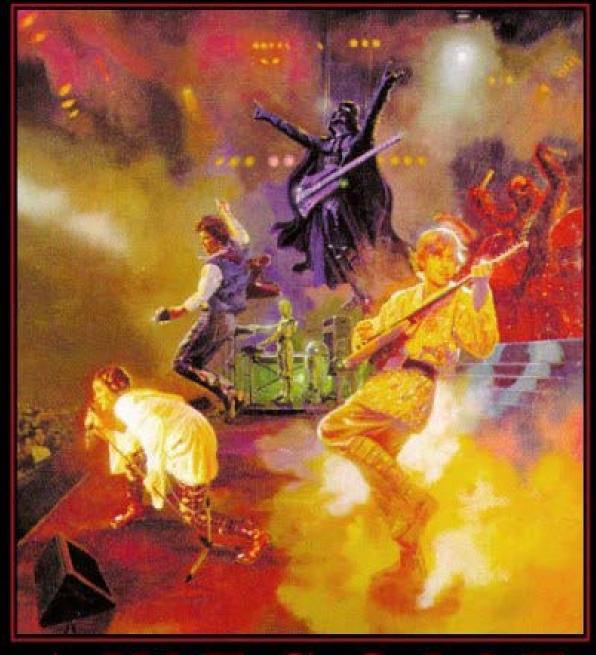






## The responsive web

really is...



AWESOME



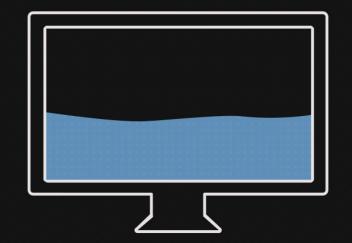
## CONTENT IS LIKE WATER

Josh Clark
@BigMediumJosh









You put water into a cup it becomes the cup.
You put water into a bottle it becomes the bottle.
You put it in a teapot, it becomes the teapot.

"Responsive web design is not about creating a slick new container in which to shove the same ol' sludgy content.

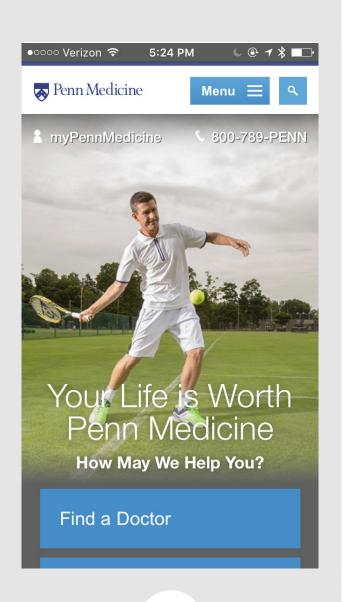
It's about making all aspects of the web experience succeed across all contexts..."

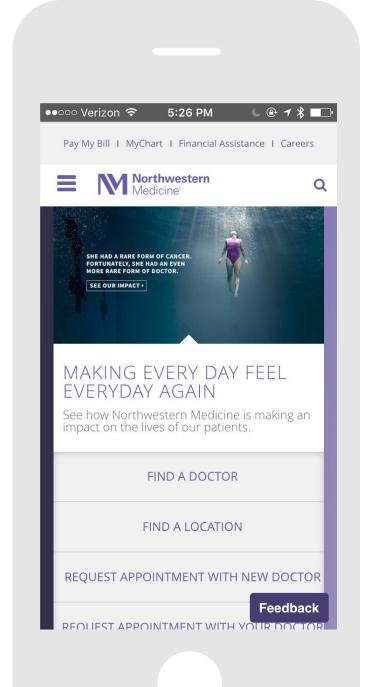


## Mobile and responsive design

Two-thirds of the HDX-15 hospitals have responsive websites, which display content differently based on the size and type of screen a visitor is using.

Among these, Northwestern Medicine, New York- Presbyterian, NYU Langone and Penn Medicine received top HDX scores for providing highly effective, comprehensive mobile experiences that maintain strong branding and provide the same content and utility as their desktop experience.





## Benefits of mobile first design

Mobile represents 68% of system traffic.

From 40 seconds to load to under 4 seconds.

90% more traffic gets to MD pages for appointment setting.

**Brian Gresh** @BMGresh



Mobile Guide Get Started Documentation ➤ Mobile-Friendly Test

Mobile-Friendly Test 641

( ) Google Developers

http://my.clevelandclinic.org/

#### Not mobile-friendly

#### Page appears not mobile-friendly

- X Text too small to read
- X Links too close together
- X Mobile viewport not set

This page may appear not mobile-friendly because the robots.txt file may block Googlebot from loading some of the page's resources. Learn how to unblock resources for Googlebot.

If you've made sure Googlebot is not blocked, you can see Pagespeed Insights for more details on detected issues. Learn more about the differences between the tw o tests

#### How Googlebot sees this page

This page uses 4 resources w hich are blocked by

Does this screenshot look incorrect? Learn how to let Googlebot view the page correctly.

▶ Show resources



A temporary error occurred. 7 resources on this page could not be loaded. The results and screenshot may be incorrect. You may want to try again later.

#### Mobile-Friendly Test

https://my.clevelandclinic.org/

Page loading issues VIEW DETAILS

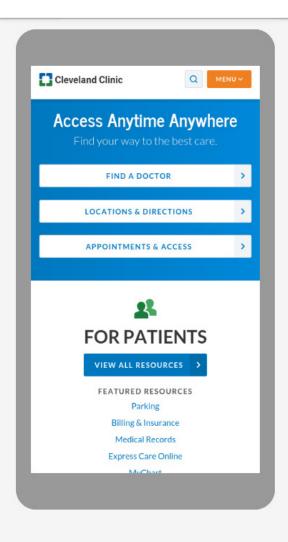
Tested on: May 29, 2017 at 3:40 AM

#### Page is mobile-friendly

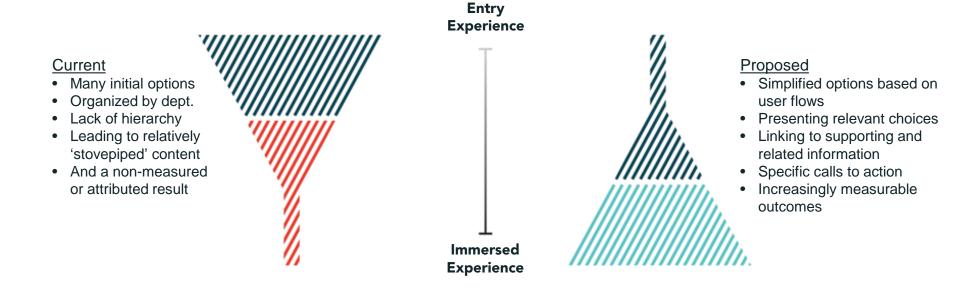
This page is easy to use on a mobile device







### Mobile starts the turn to dynamic content



#### CURRENT

#### Disparate content hierarchy causes confusion

- Lack of distinct calls to action
- Multiple content types impacts decision making
- Disconnect from audience journey

#### RECOMMENDED

#### Simplified content expedites decision making

- Limited initial content options reduces paradox of choice
- Clear call to action hierarchy
- · Alignment with audience needs

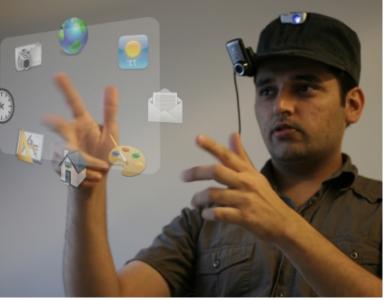






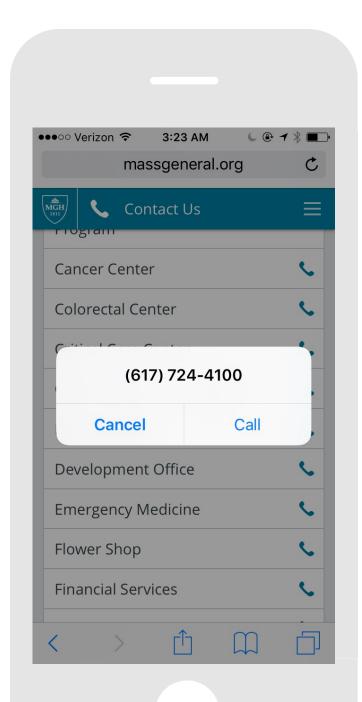


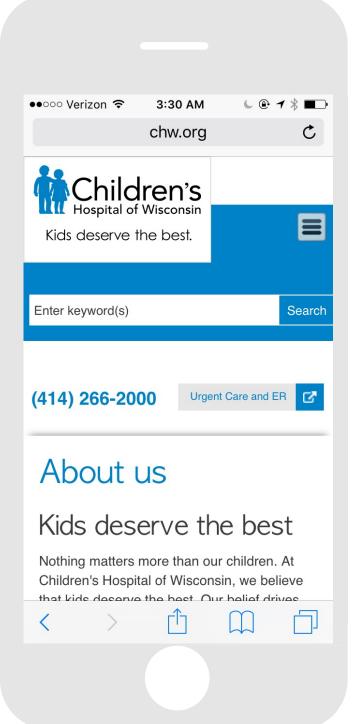




Localize:
get closer to customers
by recognizing their needs.







## Increased need for location information

- The drive for scale and consolidation
- Global expansion and partnership
- Consumerization of services
- Mobility of staff and resources



tional medical services at Stanford University Medical Center. This decision didn't come quickly. Ralston says her orga-

'We're setting up, for the first time, offshore consulting

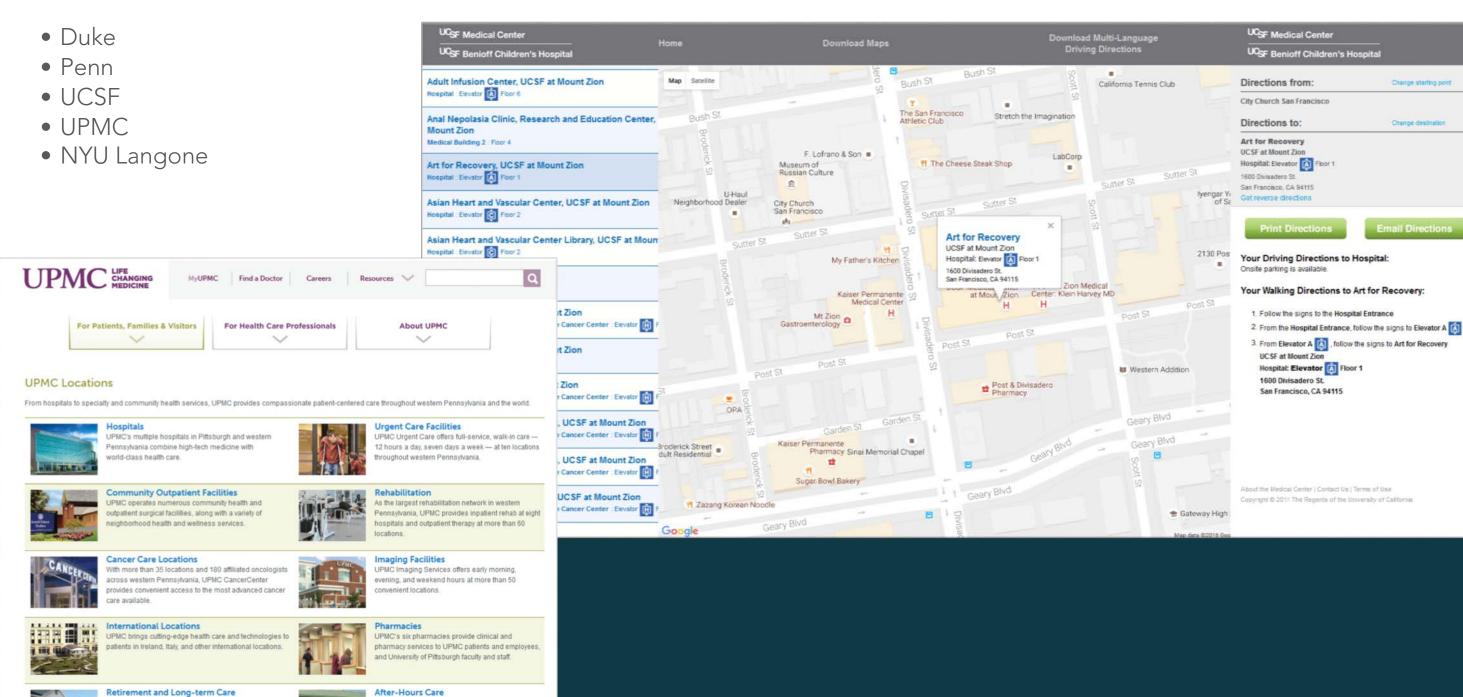
## Maps are a growing marketing capability

Our after-hours primary health care clinics serve both

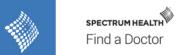
UPMC and non-UPMC patients in the evenings and

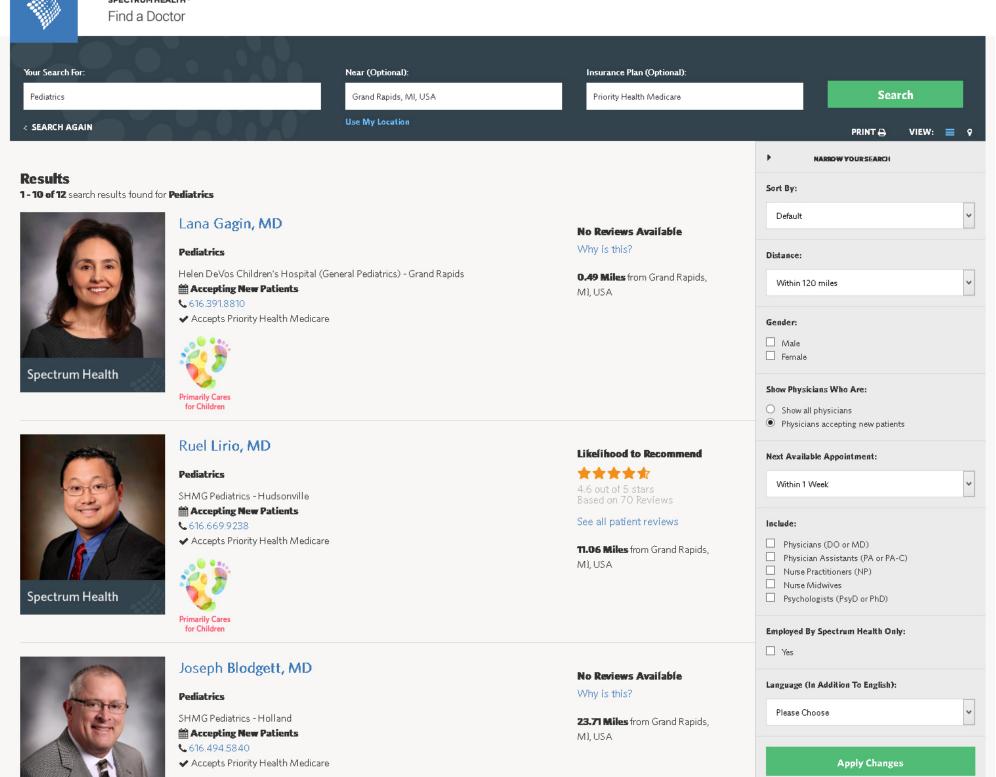
UPMC Senior Communities provides affordable

independent- and assisted-living options, along with state-



**Reset Changes** 

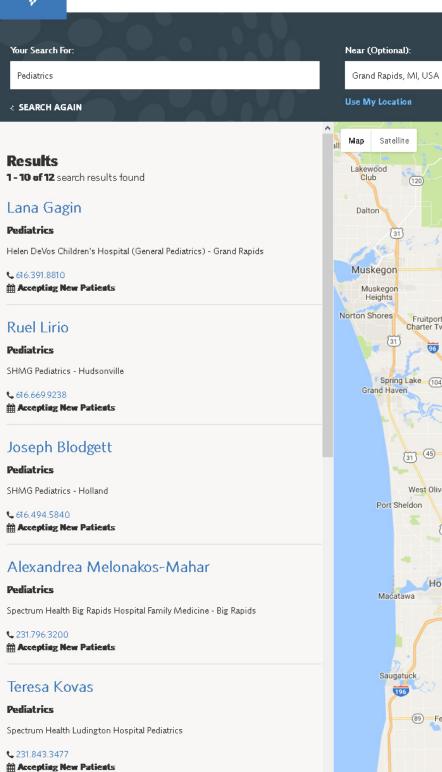


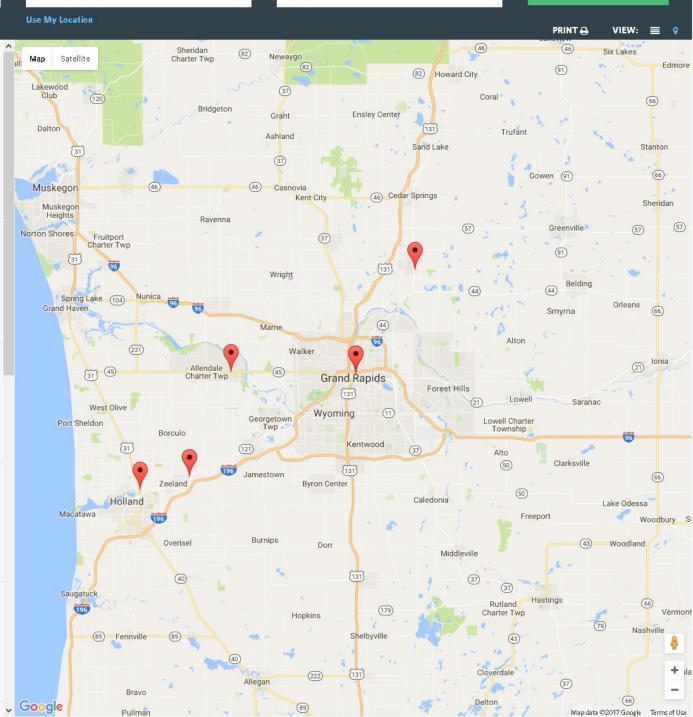






Search





Insurance Plan (Optional):

Priority Health Medicare

## How many locations do you have?

- Data structures for staff multi-siting
- Facility nomenclature
- Contaminated search results
- Google Maps / PDFs aren't wayfinding





Robert Debbs, DO, FACOG

Director, Pennsylvania Hospital Maternal Fetal Medicine Network Clinical Professor of Obstetrics and Gynecology

Obstetrics and Gynecology

Penn Medicine Washington Square

Plainsboro, NJ

Princeton, NJ

Somers Point, NJ

Voorhees, NJ

Woodbury, NJ

### Source of anger and fines.

Big lists of providers can be big liabilities when they're wrong



Look for a new focus on keeping provider listings and physician profiles up to date.

Starting with the new year, new regulations allow the Centers for Medicare and Medicaid services to fine insurers as much as \$25,000 per beneficiary for errors regarding Medicare



## MAKING SEN\$E

## Care provider directories wrong nearly half the time in Medicare Advantage plan lists



PHILIP MOELLER



319









BY PHILIP MOELLER January 18, 2017 at 4:28 PM EDT

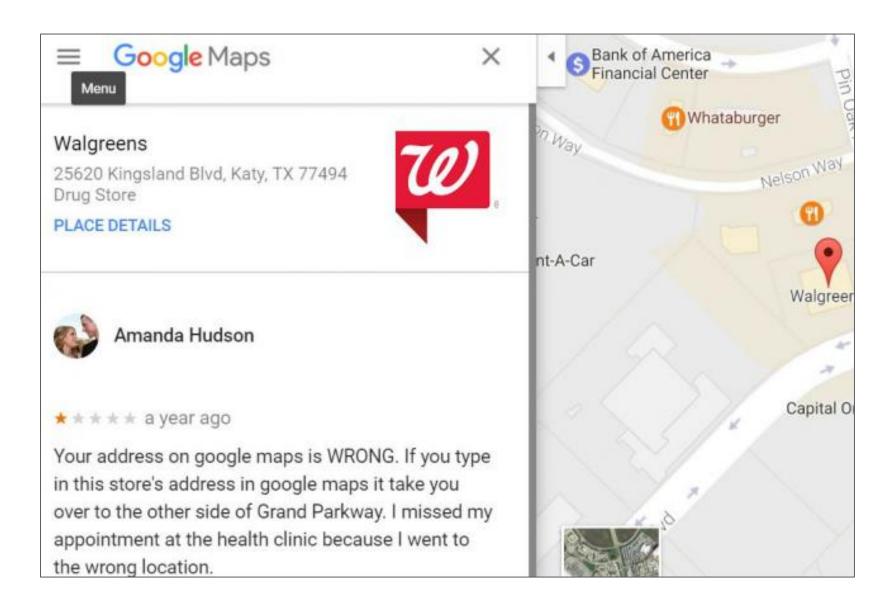
There have been widespread reports of inaccuracies in these directories. But the study nevertheless comes as a shocker. It found that nearly half of directory entries were inaccurate in the plans it reviewed. The Centers for Medicare & Medicaid

Services reviewed more than 5,800 health

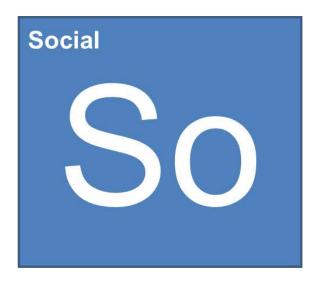
There was at least one mistake in nearly 47 percent of the provider reviews and nearly that many among all locations.

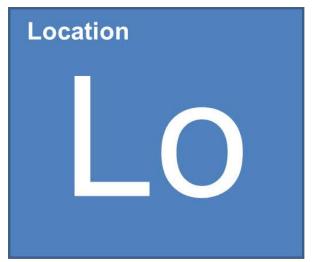
care providers offering care at more than 11,600 locations. The directories were provided by 54 Medicare Advantage Organizations that represented about a third of all Medicare

## What if the map isn't even right....or yours?

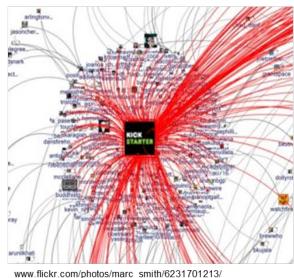


#### This is where SoLoMo kicks in for healthcare





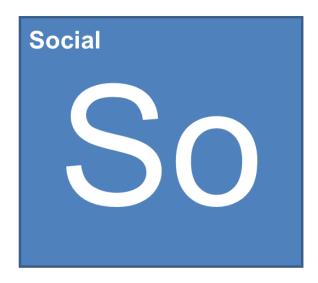








#### Where to start:



Location



Syndicated listing updates – locking out visitor errors.

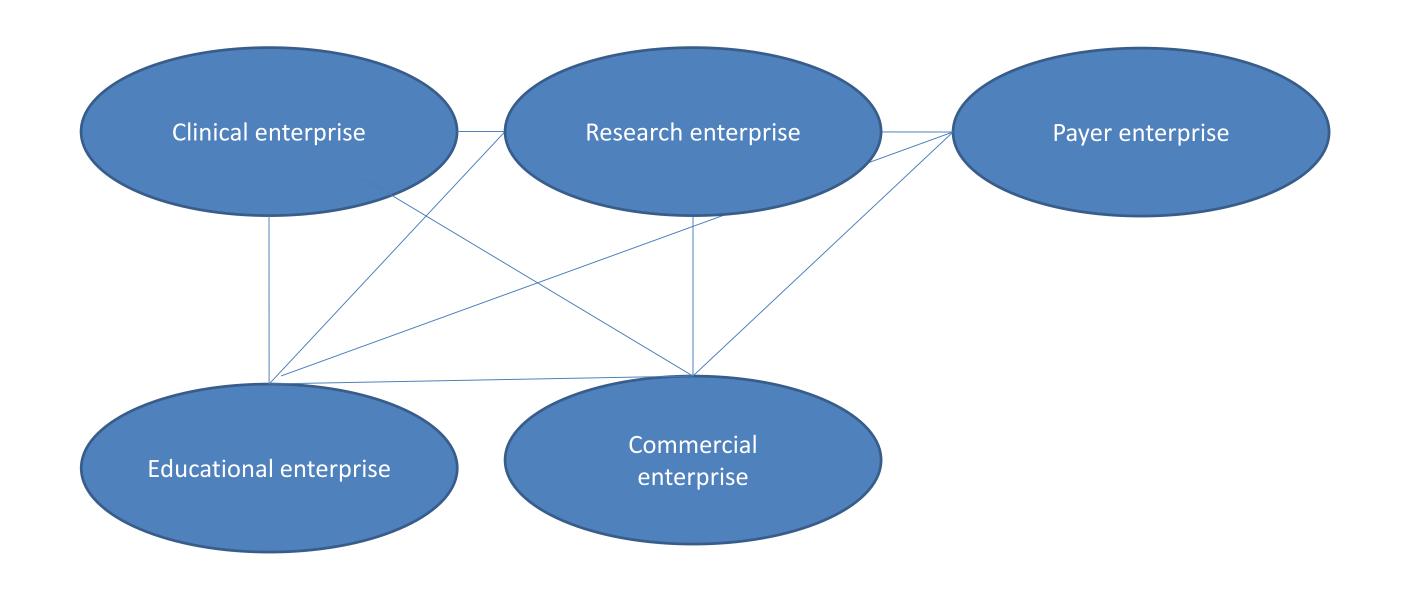
Review promotion, management and reporting.

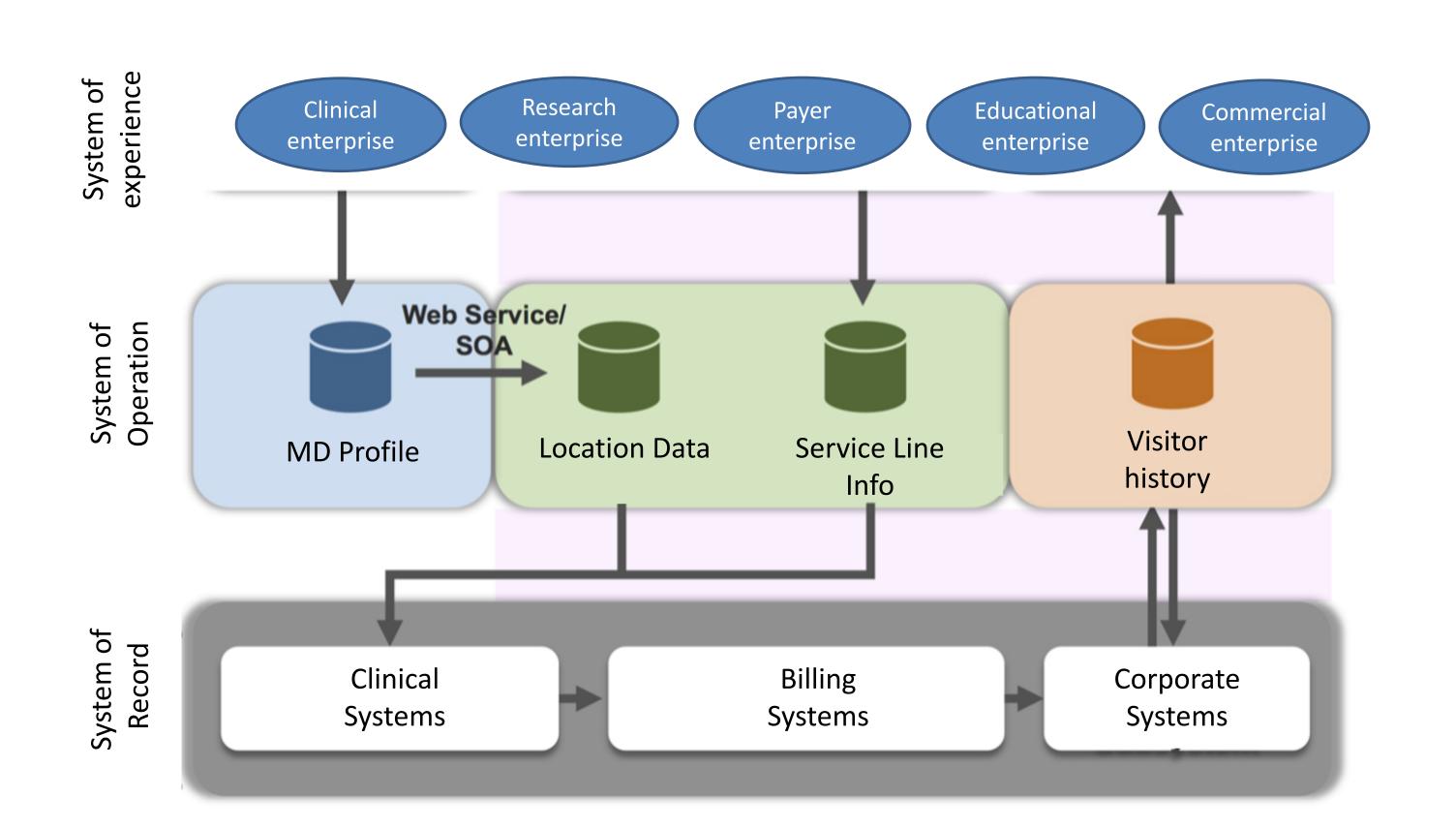
Reporting to explain how these elements contribute to traffic.











# Personalize: get closer to customers by anticipating their needs.



## Testing insights and improvements

#### Hypothesis:

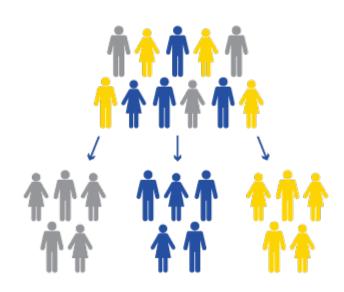
An experience that is designed for a specific mindset should positively impact the conversion value for that audience, and may have impact on other mindsets.

#### A/B Split Test

Version A

Version B

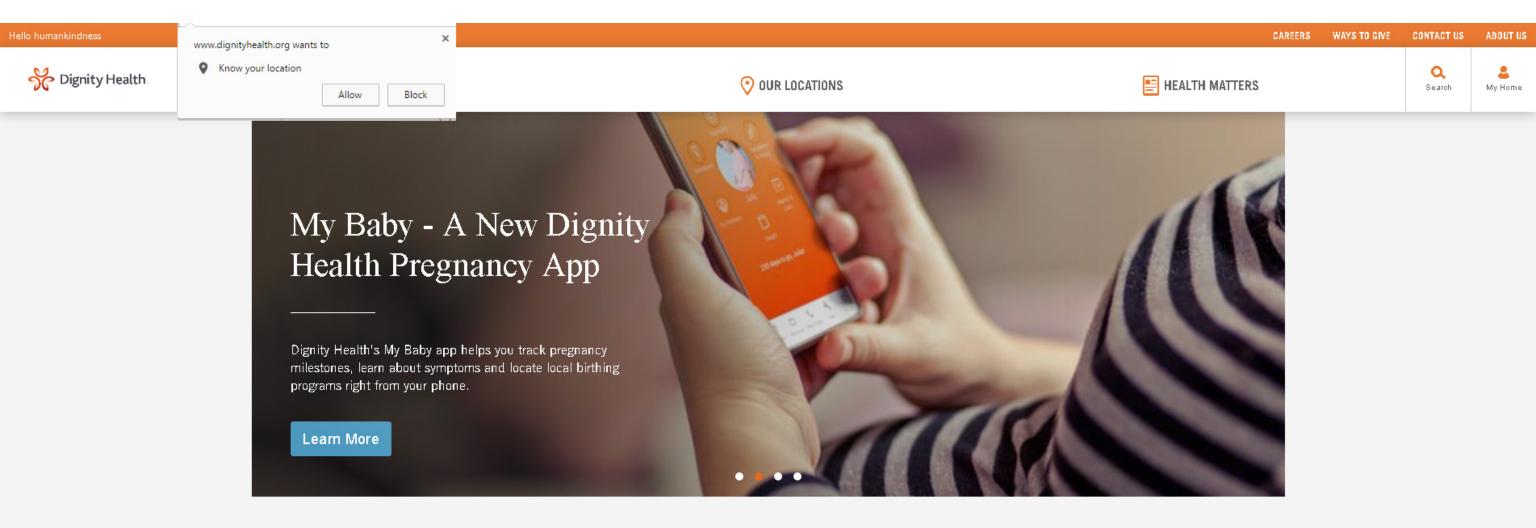
#### Segment



Visit attribute: geo-location, time of day, visit # Inferred intent: search term, page topics Inferred engagement style: purchase profile

Explicit attribute: visitors tell you

#### Detect and customize based on location data







Trust Vour Hoort to Our Floy Vour Hoolth

## Market based geo-targeted personalization

		Average	Average of Web Activity Score (Sessions +		
	Average	of My	Pages/Session + Session		
	of Market	Demo	Duration + Goal	Sum	n of
	Score	Score	Completions)	Difference	
Chicago-Joliet-Naperville, IL-IN-WI Metro	52.0	13.9	<del>.</del>	.7	\$79,842,862
Washington-Arlington-Alexandria, DC-VA-MD-WV Metro	56.3	17.8	14.	.9	\$65,726,617
Minneapolis-St. Paul-Bloomington, MN-WI Metro	46.1	12.5	15	.0	\$62,577,357
New York-Northern New Jersey-Long Island, NY-NJ-PA I	50.1	14.9	14.	.8	\$54,122,635
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD Metro	47.0	12.6	15	.3	\$52,131,008
Boston-Cambridge-Quincy, MA-NH Metro	50.4	14.1	15	.9	\$40,836,129
Los Angeles-Long Beach-Santa Ana, CA Metro	51.2	16.1	13	.1	\$31,934,360
Dallas-Fort Worth-Arlington, TX Metro	45.5	14.4	14	.4	\$30,375,083
Seattle-Tacoma-Bellewe, WA Metro	50.5	13.2	15.	.4	\$28,190,155
San Francisco-Oakland-Fremont, CA Metro	50.2	15.0	14	.9	\$20,313,269
Denver-Aurora-Broomfield, CO Metro	47.3	14.1	15.	.4	\$19,342,626
San Diego-Carlsbad-San Marcos, CA Metro	49.5	14.6	15.	.1	\$16,535,499
Atlanta-Sandy Springs-Marietta, GA Metro	49.6	13.3	16.	.0	\$12,805,701
Baltimore-Towson, MD Metro	50.2	13.6	16.	.7	\$12,759,812
Portland-Vancouver-Hillsboro, OR-WA Metro	46.7	12.6	15.	.4	\$12,402,803
San Jose-Sunnyvale-Santa Clara, CA Metro	58.8	21.7	14	.9	\$10,837,947
Pittsburgh, PA Metro	46.5	10.8	15.	.2	\$5,112,174
Trenton-Ewing, NJ Metro	45.5	15.3	14.	.1	\$2,789,134
Albany-Schenectady-Troy, NY Metro	46.8	11.2	17.	.4	\$1,688,288
Durham-Chapel Hill, NC Metro	45.1	12.3	18.	.4	\$1,337,104
Des Moines-West Des Moines, IA Metro	46.1	10.7	17.	.2	\$1,129,711
El Paso, TX Metro	47.0	12.9	18.	.8	\$570,094
Columbia, MO Metro	46.5	12.2	20.	.5	\$494,447
Grand Total	50.0	14.2	15.	.1	\$563,854,814

#### Tier 1

**Overview:** The Tier 1 Market has the most young and educated parents, they engage heavily digitally, and are most likely to make transactions and inquires online. They are the most able to afford childcare, and are in areas where there is higher availability and medium competition.

**Keyword Strategy: TBD** 

#### Audience / Market Attributes

- Highest likelihood to be a private pay customer
- Highest likelihood to be aged 25+ with bachelors degree or higher
- Highest proportion of children aged 0-9
- Highest likelihood to have high household income
- More likely to have a lower occupancy %

#### Web Visitor Attributes

- · View more pages per session
- Have longer total session durations
- Are more likely to convert (Complete a Google Analytics goal)
- Are more likely to visit via Organic Search

Overall Market Score		Private Pay Score		Demograph	nics Score	Web Activity Score	
5	50 9.7		14	.2	15.1		
Min 25	Max 77	Min 1.5	Max 20	Min 3.5	Max 37	Min 8	Max 25
<i>y</i>	Ŷ						

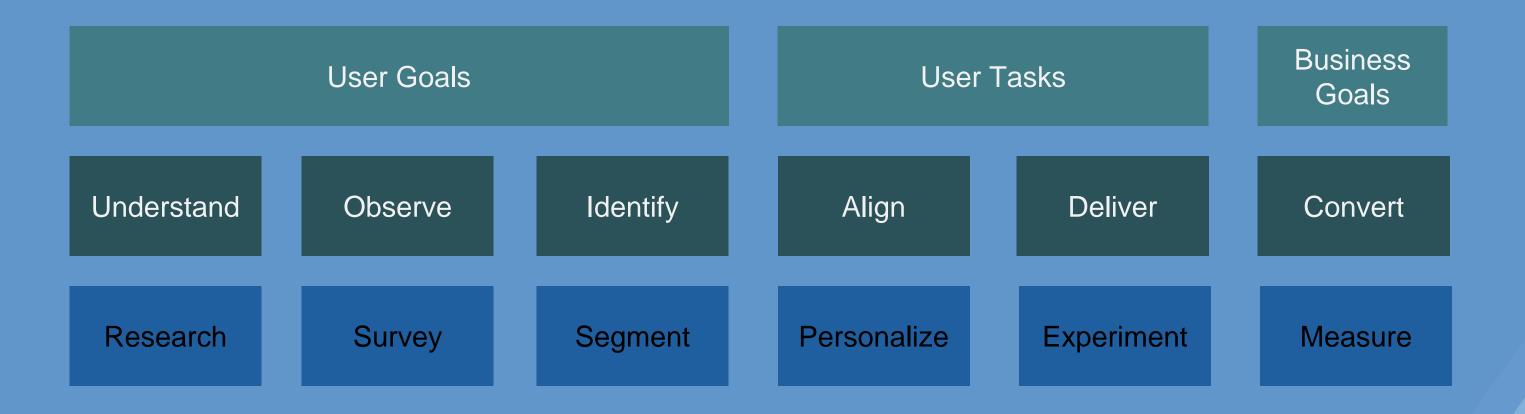
#### Markets

Columbia, MO Metr

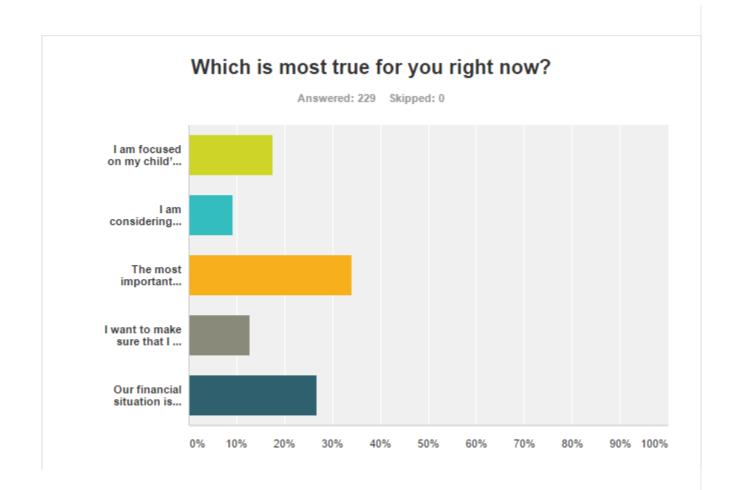
WA-Arlington-Alexandria, DC-VA-MD-WV Met Philadelphia-Camden-Wilmington, PA-NJ-DE-M Boston-Cambridge-Quincy, MA-NH Metr Los Angeles-Long Beach-Santa Ana, CA Metr Dallas-Fort Worth-Arlington, TX Metr Seattle-Tacoma-Bellevue, WA Metro San Francisco-Oakland-Fremont, CA Metr Denver-Aurora-Broomfield, CO Met San Diego-Carlsbad-San Marcos, CA Metr Portland-Vancouver-Hillsboro, OR-WA Metr San Jose-Sunnyvale-Santa Clara, CA Metr Trenton-Ewing, NJ Metr Albany-Schenectady-Troy, NY Metr Durham-Chapel Hill, NC Metr Des Moines-West Des Moines, IA Metr El Paso, TX Metr

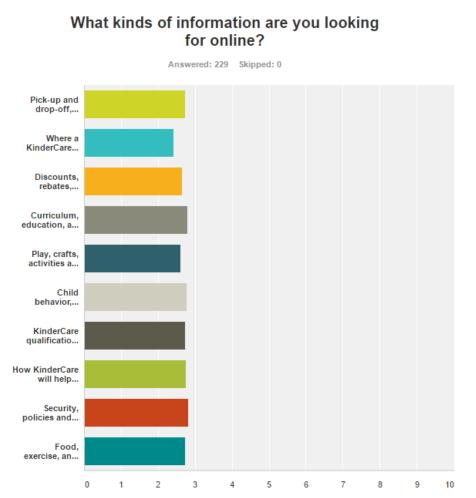


# Personalization Strategy



## Inferred values get validated

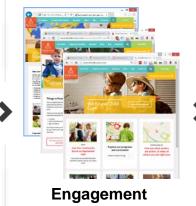




# Engagement matches motives and values



**Meet Amber** A prospective mom seeking care visits KinderCare.com



Amber views three pages



**Amber's Mindset** "Nurture Focus"



**Customer Need** "How do I know my kid is being cared for"



**User Task** "Talk to a Center Director about how we stay connected"



**Business Goal** Lead Form sent to Amber's Local Center

Understand

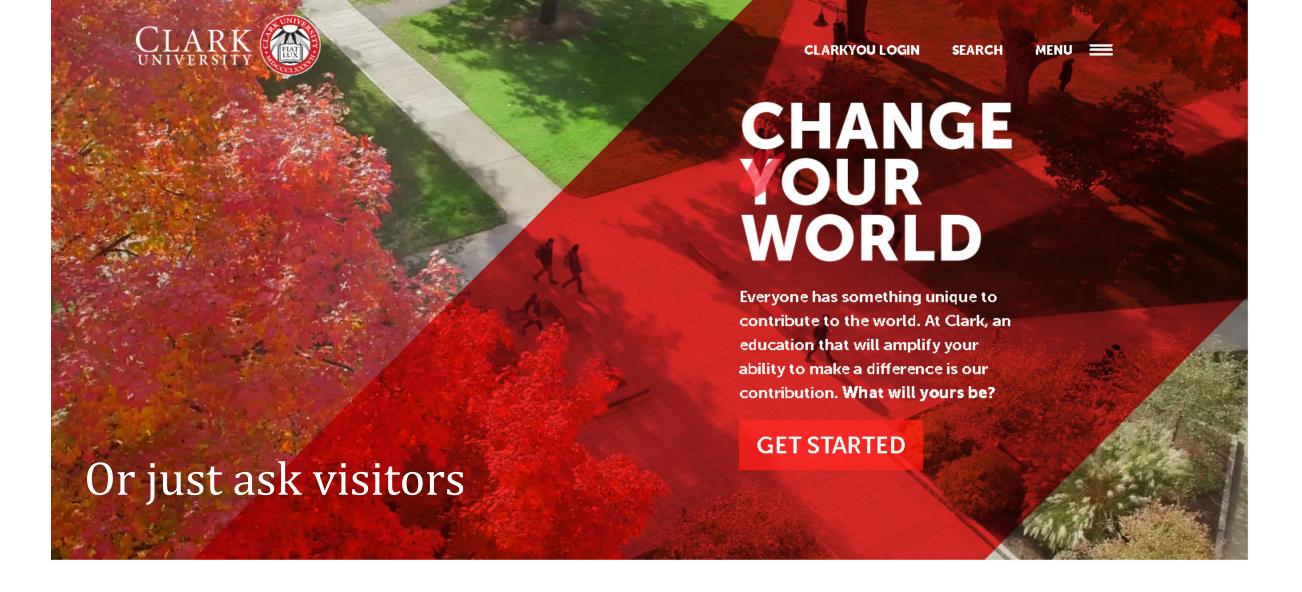
Observe

Identify

Align

Deliver

Convert





Take your own personalized Clark journey

I am a Parent Or Family Member 

Looking to See The Return On A Clark Education

**Recommended Content:** 

# Mobilize:

help patients in wayfinding especially through the congested medical campus.





This is a little like mitigating global warming by shaving bears.

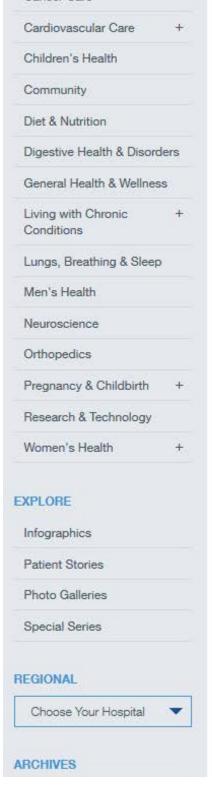


# Mobilize:

get care closer to customers by taking treatment to them.







### 'I would not trade this job'

Community health workers like Terri Price empower clients in underserved populations to achieve health for themselves and their families.







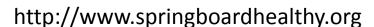


# Develop Test Implement Optimize Replicate

Springboard Healthy Scranton will seek bold goals, such as the coordination of all community resources to eliminate hunger and preventable chronic disease, and to eliminate preventable cancer and disease through genomic medicine. Once developed, tested and implemented, projects will be optimized in order to create the most cost-effective and sustainable solutions to issues affecting a community's health. And, once proven, they will be replicated in order to be shared both nationally and globally.

Fresh Food Pharmacy Overview

**Precision Medicine Overview** 







# VIEW FROM BROAD AND MORRIS STREETS COMMUNITY HEALTH AND LITERACY CENTER

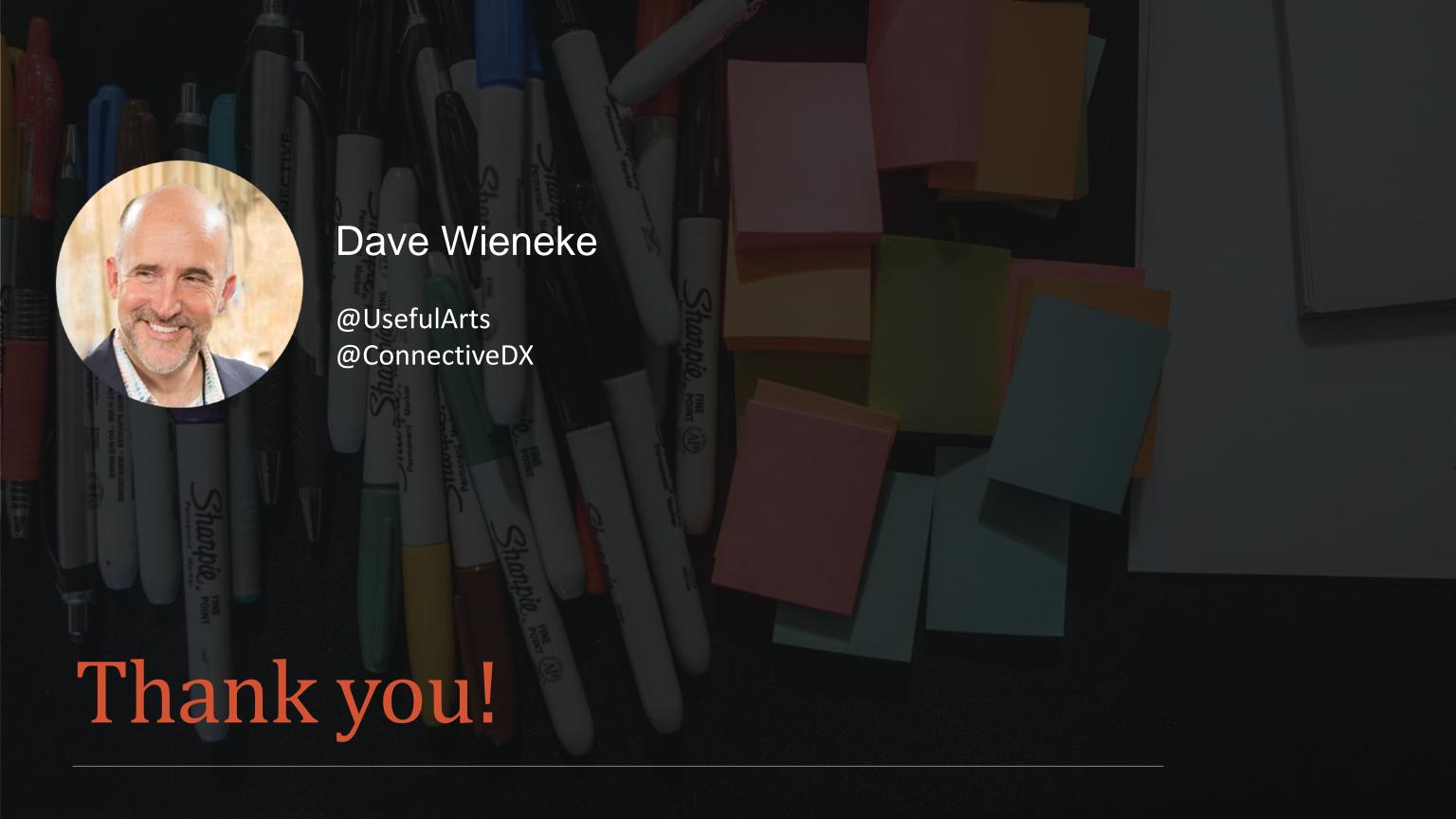
# **CONNECTIVE DX** HDX-15 RESEARCH REPORT: November 2016 Hospital Digital Experience Index Benchmarking digital excellence from the top 15 U.S. hospital system websites

## Get HDX-15 and updates

- Next month's update
- More PX, MX, DX insights
- Tips on using HDX yourself

http://dx.connectivedx.com/HDX15-report

@UsefulArts
@ConnectiveDX



# Desktop still leads in buying

	Conversion Rates by Device	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016
4	Traditional	3.58%	4.30%	3.91%	3.76%	3.45%
GLOBAL	Smartphone	1.51%	1.43%	1.47%	1.45%	1.27%
8	Tablet	3.24%	3.83%	3.32%	3.25%	2.98%
s	Traditional	3.55%	4.38%	3.98%	3.85%	3.55%
	Smartphone	1.34%	1.26%	1.34%	1.33%	1.15%
	Tablet	3.08%	3.80%	3.20%	3.13%	2.85%
	Traditional	6.81%	6.75%	6.48%	6.02%	5.67%
¥	Smartphone	3.23%	3.38%	3.12%	2.96%	3.05%
	Tablet	5.09%	5.07%	4.75%	4.56%	4,41%



### Age, income and education bias

### Large age, education and income gaps in smartphone usage throughout North America, Europe, Australia and Japan

% of adults who report owning a smartphone

	Age			Education*				Income * *		
	18-34 35-49 50+		Youngest- oldest gap	Less	More	Diff	Lower	Higher	Diff	
	%	%	%		%	%		%	%	
Canada	95	87	48	+47	61	80	+19	67	80	+13
U.S.	93	85	61	+32	65	84	+19	68	90	+22
Greece	84	67	13	+71	35	79	+44	26	56	+30
Poland	88	66	18	+70	31	57	+26	32	61	+29
Italy	97	81	37	+60	58	94	+36	44	82	+38
Hungary	80	66	21	+59	44	67	+23	37	53	+16
France	85	80	31	+54	52	76	+24	47	69	+22
Germany	92	89	48	+44	50	75	+25	59	78	+19
UK	94	87	53	+41	66	86	+20	63	80	+17
Sweden	97	94	64	+33	75	91	+16	63	88	+25
Netherlands	98	86	66	+32	75	89	+14	71	91	+20
Spain	93	91	63	+30	74	92	+18	74	88	+14
Japan	94	80	29	+65	46	71	+25	39	68	+29
Australia	95	95	59	+36	68	88	+20	65	92	+27

Note: Percentages based on total sample. All differences shown are statistically significant.

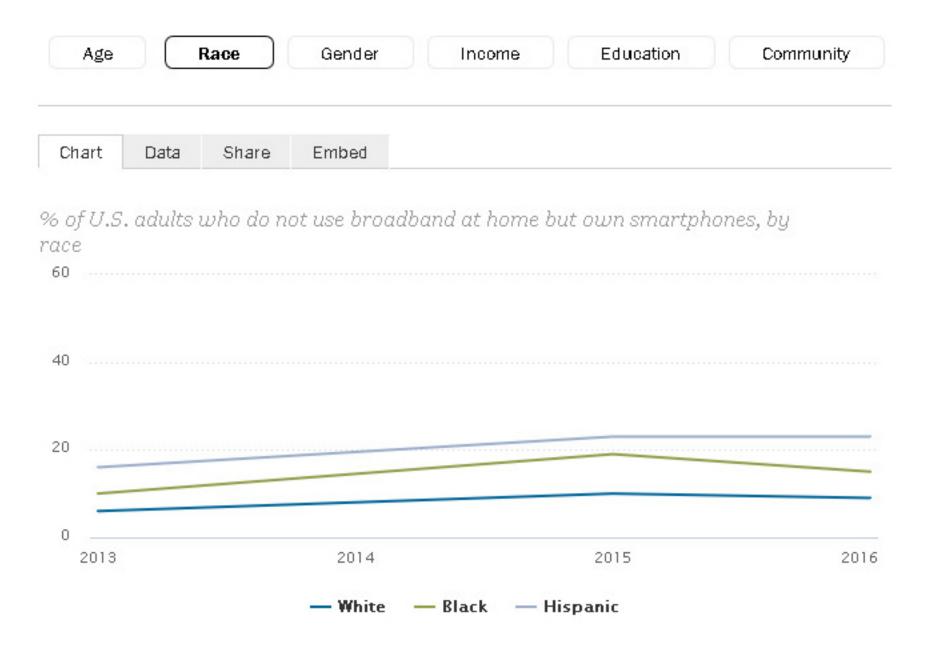
Source: Spring 2016 Global Attitudes Survey. Q80 & Q81. U.S. data from a Pew Research Center survey conducted Sept. 29-Nov. 6, 2016.

PEW RESEARCH CENTER

<sup>\*</sup> For the purpose of comparing educational groups across countries, we standardize education levels based on the UN's International Standard Classification of Education. In every country but Poland, the lower education category is secondary education or below and the higher is postsecondary or above. In Poland, the lower education category is below secondary education and the higher category is secondary or above.

<sup>\*\*</sup> Respondents with a household income below the approximate country median are considered lower income. Those with an income at or above the approximate country median are considered higher income.

Reliance on smartphones for online access is especially common among younger adults, non-whites and lower-income Americans.



### HDX-15 hospital system scores and notable strengths

67	Mayo Clinic #1 in market impact and usability	58	New York-Presbyterian #1 time on site, strong in mobile design and branding	50	Penn Medicine Leader in mobile design and geo data
64	Stanford Health Search-forward experience, strong referring MD	56	Mass General Traveling patients and multilingual pages	49 (tie)	Johns Hopkins Best website readability
62	Cleveland Clinic Strong on telemedicine, physician reviews, home page routing, traveling patient resources	54 (tie)	UCLA Health Early use and promotion of telemedicine	49 (tie)	Barnes Jewish Referring provider program, MD profile archive
60 (tie)	NYU Langone #1 in content and brand clarity	54 (tie)	UPMC Strong market impact, ER site, geodata usage	41	Duke Medicine MD search and patient reviews, geodata
60 (tie)	UCSF Health #1 in site functionality, strong department page design	53	Northwestern Medicine Tied for highest traffic growth, mobile design leader	37	Brigham and Women's #1 multilingual translation