



The Health Care Value Chain: Producers, Purchasers, and Providers

By Lawton R. Burns, Wharton School Colleagues

Download now

Read Online ➔

The Health Care Value Chain: Producers, Purchasers, and Providers By Lawton R. Burns, Wharton School Colleagues

Written by Lawton R. Burns and a panel of expert contributors, from the prestigious Wharton School, *The Health Care Value Chain* analyzes the key developments and future trends in the United States' health care supply chain. Based on a groundbreaking research initiative underwritten by the industry/university consortium-- the Center for Health Management Research-- this important book offers an in-depth examination of how the health care supply chain helps create value and competitive advantage.

The Health Care Value Chain offers a thorough examination of the trading relationships among the manufacturers of health care products, the distributors, the group purchasing organizations, and the hospital customers and end users of those products. And the authors show how health care professionals and manufacturers can work together to form beneficial strategic alliances.

↓ [Download The Health Care Value Chain: Producers, Purchasers ...pdf](#)

📄 [Read Online The Health Care Value Chain: Producers, Purchase ...pdf](#)

The Health Care Value Chain: Producers, Purchasers, and Providers

By Lawton R. Burns, Wharton School Colleagues

The Health Care Value Chain: Producers, Purchasers, and Providers By Lawton R. Burns, Wharton School Colleagues

Written by Lawton R. Burns and a panel of expert contributors, from the prestigious Wharton School, *The Health Care Value Chain* analyzes the key developments and future trends in the United States' health care supply chain. Based on a groundbreaking research initiative underwritten by the industry/university consortium-- the Center for Health Management Research-- this important book offers an in-depth examination of how the health care supply chain helps create value and competitive advantage. *The Health Care Value Chain* offers a thorough examination of the trading relationships among the manufacturers of health care products, the distributors, the group purchasing organizations, and the hospital customers and end users of those products. And the authors show how health care professionals and manufacturers can work together to form beneficial strategic alliances.

The Health Care Value Chain: Producers, Purchasers, and Providers By Lawton R. Burns, Wharton School Colleagues **Bibliography**

- Sales Rank: #742252 in Books
- Published on: 2002-04-04
- Original language: English
- Number of items: 1
- Dimensions: 9.29" h x 1.41" w x 6.28" l, 1.67 pounds
- Binding: Hardcover
- 464 pages

 [Download The Health Care Value Chain: Producers, Purchasers ...pdf](#)

 [Read Online The Health Care Value Chain: Producers, Purchase ...pdf](#)

Download and Read Free Online The Health Care Value Chain: Producers, Purchasers, and Providers By Lawton R. Burns, Wharton School Colleagues

Editorial Review

From the Inside Flap

Written by Lawton R. Burns and a panel of expert contributors, from the prestigious Wharton School, *The Health Care Value Chain* analyzes the key developments and future trends in the United States' health care supply chain. Based on a groundbreaking research initiative underwritten by the industry/university consortium—the Center for Health Management Research—this important book offers an in-depth examination of how the health care supply chain helps create value and competitive advantage.

The Health Care Value Chain offers a thorough examination of the trading relationships among the manufacturers of health care products, the distributors, the group purchasing organizations, and the hospital customers and end users of those products. And the authors show how health care professionals and manufacturers can work together to form beneficial strategic alliances. *The Health Care Value Chain*

- Shows how the health care value chain works
- Uncovers the complexity of product procurement and delivery
- Reveals the pathways and stumbling blocks to improved value chain operations
- Describes the strategies of manufacturers in three product areas—pharmaceuticals, medical devices, and medical-surgical products
- Explains the strategies of group purchasing organizations and wholesaler/distributors
- Reveals the role of e-commerce in the health care value chain
- Compares the health care value chain with the "extended enterprise" model found in the auto industry
- Offers insights into the hospital customer of the future

The Health Care Value Chain will give a greater understanding of how the health care supply chain works in order to enable health care executives to form strategic alliances, increase their market power, and gain competitive advantage.

From the Back Cover

Written by Lawton R. Burns and a panel of expert contributors, from the prestigious Wharton School, *The Health Care Value Chain* analyzes the key developments and future trends in the United States' health care supply chain. Based on a groundbreaking research initiative underwritten by the industry/university consortium—the Center for Health Management Research—this important book offers an in-depth examination of how the health care supply chain helps create value and competitive advantage.

The Health Care Value Chain offers a thorough examination of the trading relationships among the manufacturers of health care products, the distributors, the group purchasing organizations, and the hospital customers and end users of those products. And the authors show how health care professionals and manufacturers can work together to form beneficial strategic alliances. *The Health Care Value Chain*

- Shows how the health care value chain works
- Uncovers the complexity of product procurement and delivery
- Reveals the pathways and stumbling blocks to improved value chain operations
- Describes the strategies of manufacturers in three product areas—pharmaceuticals, medical devices, and medical-surgical products
- Explains the strategies of group purchasing organizations and wholesaler/distributors
- Reveals the role of e-commerce in the health care value chain
- Compares the health care value chain with the "extended enterprise" model found in the auto industry

- Offers insights into the hospital customer of the future

The Health Care Value Chain will give a greater understanding of how the health care supply chain works in order to enable health care executives to form strategic alliances, increase their market power, and gain competitive advantage.

About the Author

Lawton R. Burns is the James Joo-Jin Kim Professor and professor of Health Care Systems and Management in the Wharton School at the University of Pennsylvania. He is also director of the Wharton Center for Health Management and Economics and visiting professor in the Department of Preventive Medicine at the University of Wisconsin School of Medicine. Dr. Burns has published extensively on the health care system for the past twenty years.

Users Review

From reader reviews:

Kathryn Sheffield:

This book untitled The Health Care Value Chain: Producers, Purchasers, and Providers to be one of several books this best seller in this year, that is because when you read this publication you can get a lot of benefit on it. You will easily to buy this specific book in the book retail store or you can order it by using online. The publisher with this book sells the e-book too. It makes you quickly to read this book, because you can read this book in your Cell phone. So there is no reason to your account to past this reserve from your list.

Sharon McMichael:

In this period globalization it is important to someone to receive information. The information will make professionals understand the condition of the world. The fitness of the world makes the information much easier to share. You can find a lot of sources to get information example: internet, paper, book, and soon. You will see that now, a lot of publisher which print many kinds of book. The particular book that recommended to you is The Health Care Value Chain: Producers, Purchasers, and Providers this guide consist a lot of the information on the condition of this world now. This particular book was represented how do the world has grown up. The words styles that writer value to explain it is easy to understand. The actual writer made some study when he makes this book. That's why this book ideal all of you.

Victoria Austin:

This The Health Care Value Chain: Producers, Purchasers, and Providers is brand new way for you who has interest to look for some information since it relief your hunger of information. Getting deeper you in it getting knowledge more you know or else you who still having little bit of digest in reading this The Health Care Value Chain: Producers, Purchasers, and Providers can be the light food to suit your needs because the information inside this specific book is easy to get by simply anyone. These books build itself in the form that is certainly reachable by anyone, yeah I mean in the e-book web form. People who think that in e-book form make them feel tired even dizzy this e-book is the answer. So there is no in reading a publication especially this one. You can find actually looking for. It should be here for you actually. So , don't miss the idea! Just read this e-book style for your better life and also knowledge.

Jeff Brown:

On this era which is the greater person or who has ability to do something more are more valuable than other. Do you want to become considered one of it? It is just simple method to have that. What you need to do is just spending your time little but quite enough to have a look at some books. Among the books in the top collection in your reading list is actually The Health Care Value Chain: Producers, Purchasers, and Providers. This book that is qualified as The Hungry Slopes can get you closer in turning into precious person. By looking upward and review this publication you can get many advantages.

**Download and Read Online The Health Care Value Chain:
Producers, Purchasers, and Providers By Lawton R. Burns,
Wharton School Colleagues #4HM2UBJ9SKW**

Read The Health Care Value Chain: Producers, Purchasers, and Providers By Lawton R. Burns, Wharton School Colleagues for online ebook

The Health Care Value Chain: Producers, Purchasers, and Providers By Lawton R. Burns, Wharton School Colleagues Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read The Health Care Value Chain: Producers, Purchasers, and Providers By Lawton R. Burns, Wharton School Colleagues books to read online.

Online The Health Care Value Chain: Producers, Purchasers, and Providers By Lawton R. Burns, Wharton School Colleagues ebook PDF download

The Health Care Value Chain: Producers, Purchasers, and Providers By Lawton R. Burns, Wharton School Colleagues Doc

The Health Care Value Chain: Producers, Purchasers, and Providers By Lawton R. Burns, Wharton School Colleagues Mobipocket

The Health Care Value Chain: Producers, Purchasers, and Providers By Lawton R. Burns, Wharton School Colleagues EPub

4HM2UBJ9SKW: The Health Care Value Chain: Producers, Purchasers, and Providers By Lawton R. Burns, Wharton School Colleagues