

Drive Operational Efficiency with Scalable and Flexible Identity Security



As healthcare digital transformation projects reach maturity, many healthcare organizations grapple with **leveraging vast quantities of sensitive data to drive operational efficiencies** for clinical outcome improvement. By implementing intelligent systems today, healthcare organizations **can** lay the groundwork to ensure that increased data access doesn't **lead to** exponential growth in **organizational risk**.

State of the Industry



The U.S. spent **17.7 percent** of its GDP on healthcare, or **\$11,172** per person.¹

From 1970 to 2009, the number of non-doctor workers in the US healthcare industry **grew by 3200%**²



The entire healthcare sector is projected to account for a third of all new employment; **18 of the 30** fastest growing occupations are in healthcare and related occupations.³

More Data... More Risk

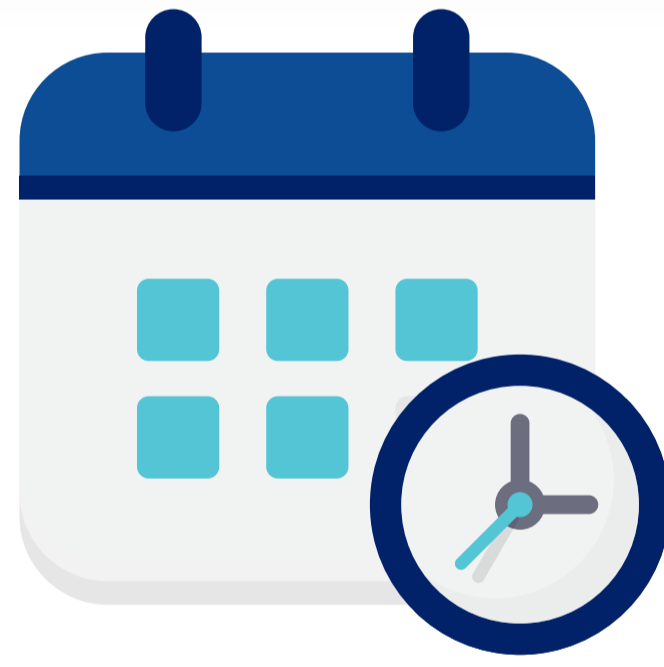
The volume of healthcare data is projected to grow to **2,314 exabytes** by 2020.⁴



Healthcare organizations have the highest costs associated with data breaches — a per record average of \$425 per year or roughly **\$6.45 million annually**.⁵

Identity Matters

On average, it takes **5 days** to provision a new employee or contingent worker.⁶



The median annual wage for healthcare practitioners and technical occupations (such as registered nurses, physicians and surgeons, and dental hygienists) was \$66,440 in 2018⁷; lost work due to **slow provisioning could cost** a healthcare organization **\$277 a day, per employee**.

A hospital with 400 new hires a year could easily lose **\$110,800 to \$554K per year** in identity provisioning.⁸



As healthcare leaders traverse **complex digital environments**, growing regulatory requirements, and exploding personnel growth, they will **need a scalable approach to identity management** that safeguards sensitive data and streamlines access. With the power of artificial intelligence (AI) and machine learning (ML), **SailPoint Identity Platform is the next generation of identity security** to help organizations make intelligent identity decisions.

SailPoint can help you:

- Accelerate Identity Decisions.
- Mitigate Risks.
- Intelligently Manage Access.



¹ National Health Expenditure Accounts (NHEA) -CMS.gov, <https://www.cms.gov/Research-Statistics-Data-and-Systems/Statistics-Trends-and-Reports/NationalHealthExpendData/> Accessed on December 18, 2019.

² Source: Health Care Costs: A Primer, The Henry J. Kaiser Family Foundation

³ United States of America Department of Labor, www.bls.gov/emp/tables/fastest-growing-occupations.htm. (Table 1.3 Fastest growing occupations, 2018 and projected 2028).

⁴ "The Digital Universe of Opportunities: Rich Data and the Increasing Value of the Internet of Things," EMC Digital Universe with Research and Analysis by IDC, April 2014.

⁵ "IBM and Ponemon Institute 2019 Cost of a Data Breach Report," pages 10 and 27, respectively.

⁶ "Identity Management Trends and Strategy for Strategic Decision Making," AEHS Focus Group, December 11th, 2019

⁷ United States of America Department of Labor 2018 Bureau of Labor Statistics Occupational Handbook, <https://www.bls.gov/oo/healthcare/home.htm>

⁸ Based on SailPoint's conservative hypothesis of five days to provision a new employee at an estimated cost of \$277 a day