



Colorado Springs
CHAMBER & EDC™

Health Care Industry Profile



Colorado Springs 2018



Colorado Springs and the Pikes Peak region have the advantage of being a significant metropolitan area with a population of over 660,000 and being a relatively close knit health care community, with approximately 42,000 employees in the health care and social service industries, where innovation is fostered and the industry can move forward unencumbered by the sheer magnitude of markets in more highly populated areas.

From a provider standpoint, Colorado Springs has much to offer. It hosts two hospital systems: Centura Health's Penrose-St. Francis Health Services (consistently ranked in the top 50 in the country) and UHealth's Memorial Health System. The demands of the Olympic Committee and the Olympic Training Center, among others, have provided a concentration of medical specialists from orthopedists to researchers focusing on peak performance. A well-established, federally-qualified

community health center system (Peak Vista Community Health Center) and a nationally recognized provider coalition (Community Health Partners) add to the provider strengths in the market.

Health care in the Springs region enjoys a strong base of health information technology which continues to grow in significance toward improving patient outcomes. The Springs takes advantage of the newly formed Connect for Health Colorado (benefit exchange) and an All Payer Claims Database providing access to statewide claims data across the commercial insurance market.

Local health care focused businesses with a technology focus include Code One, a rapidly growing medical coding and billing company; CodeBaby, a digital character software company with a health advisor designed to drive patient engagement; OptumInsight, a market leader in information and technology-enabled health services business platforms; and several others.

A Health Care Focus

In addition to what was mentioned above, the Pikes Peak region is home to several national pilot programs and has considerable support from the business community through the Colorado Business Group on Health which is currently sponsoring a bundled payment model with funding from the Colorado Health Foundation. While the national Affordable Care Act (ACA) has drawn attention to health care on a national level, Colorado is one of a few states to legislate its own Health Care Exchange, already in development and on schedule to be fully operating in 2014. Additionally, Colorado is one of only a few states choosing to participate in Medicaid expansion resulting from the ACA. Our institutions of higher education are committed to the health care field and current plans include expansion into research and a branch medical school campus for the region.

Colorado Springs Benefits

Health care is a dynamic industry, and its impact in Colorado Springs is tangible. Synergies between employers, biotech, information technology, and health care businesses are already realizing their great potential. Colorado Springs Utilities, along with several other companies, is teaming up with several major provider groups to pilot a bundled payment program through the Colorado Business Group on Health called PROMETHEUS. This program not only reduces employers' costs through bundling and other efficiencies, it also rewards employees (and thus their employers) for preventive care and steps toward healthier lifestyles. Colorado Springs is one of two communities in the U.S. that is implementing this model on a community-wide basis. PROMETHEUS can also provide an efficient and effective payment model for Accountable Care Organizations and has potential to improve health care outcomes and decrease employer costs for health care beyond our region.

Medical travel (previously know as medical tourism) is currently being researched as a possible future market, returning Colorado Springs to its roots as a place people visited to get well in its clean air and dry climate. In addition, establishment of a regional medical school based out of the world-renowned University of Colorado has spiked a community interest in research and service delivery possibilities. Part of that stems from capabilities already here. UCCS also has one of the only Geriatric Psychology PhD programs in the U.S. as well as a well-known Geriatric Fitness program, and soon home to the Lane Center for Senior Health Care. With an aging population, the nation will consistently look to Colorado Springs for answers on living the fullest life possible. The university also offers a bachelor of innovation degree with a focus on bioengineering entrepreneurship, and health care marketing B.A. and M.S. programs.

Colorado Springs Appeal

Our fit culture, outdoor-friendly climate, and amateur sports capital designation make us an area already strongly oriented to good health. Combined with our entrepreneurial passions, there is much involvement in broadening the health care industry here. Our institutions of higher education have stepped up to raise the standard of training and enhanced curriculum to address the needs of the health care industry. That work continues with expansion of the UCCS Health Care Leadership program as well as its Innovations in Aging initiative. Our affordably priced housing and cost of living with only a 45-minute drive to the Denver Tech Center or to Pueblo allows health care professionals to be centrally located with all the amenities of city living. A major military hospital at Fort Carson, Evans Army Community Hospital, in the south part of Colorado Springs also offers opportunities to work with both government and private interests. Our centralized location makes Colorado Springs a preferred destination for rural communities seeking health care from our hospitals and clinics. We are a highly “wired” community with a robust technology presence and therefore appeal to technology-oriented health care businesses. With more than 600,000 people in the metropolitan area, Colorado Springs is a large enough market to conduct fruitful innovation and market tests, yet small enough to yield product and service development results.

Educational Resources

In the Fall of 2012, Colorado Springs voters overwhelmingly approved a plan to lease city-owned Memorial Health System to University of Colorado Health (UC Health). UC Health is a new organization formed by University of Colorado Hospital in Aurora and Poudre Valley Health System in Fort Collins. UC Health will pay \$3 million a year toward establishing a medical school at the University of Colorado Colorado Springs. (memorialhealthsystem.com)

Colorado Regional Health Information Organization

Colorado Regional Health Information Organization (CORHIO) is a nonprofit organization dedicated to improving health care in Colorado through health information exchange. CORHIO helps doctors, hospitals and other health care providers connect their computer-based patient record systems to a protected statewide network. The network is used to securely share information for patient care. Being connected to a health information exchange network allows health care professionals to access up-to-date patient information, which helps them provide better quality care. Additionally, the information is shared in a more protected way than paper-based files, faxes and mail. Because of the collaborative health provider climate in Colorado Springs, CORHIO is piloting its eReferral system in our community. (corhio.org/for-patients.aspx)



Colorado Business Group on Health

The Colorado Business Group on Health (CBGH) is an innovative, employer-led non-profit focused on what really matters in health care: value. Through education, pilot projects and practical tools, CBGH helps forward-thinking Colorado employers get more value for their health care dollars. Since 1996, CBGH has worked collaboratively with health insurance plans, physicians groups, consumer organizations, and others to reduce the upward cost spiral and improve employee health. The employer members and affiliates meet monthly to create a dialogue with peers facing the same challenges and opportunities. CBGH's programs examine new approaches to help employers be proactive in the marketplace. (coloradohealthonline.org)

Local Health Care Companies

Sample listing of companies located in the Pikes Peak region include:

Health Information Technology

CodeOne Inc.	Providing long-term medical reimbursement solution to allow physicians to focus on medical treatments	www.codeoneinc.com
EviCore	Operations center for diagnostic imaging management company	www.evicore.com
HemoGenix	Provides contract research for biotechnology and pharmaceutical companies to determine safety and effectiveness of drug candidates	www.hemogenix.com
Insurance Technologies	Provide software & consulting services to companies administering life, health & dental insurance plans, managing “deferred comp.” plans & complex formulas calculating life insurance benefits	www.insurancetechnologies.com
OptumInsight	Develop software for Electronic Data Interchange, automate health care providers operations	www.optuminsight.com

Local Health Care Companies (continued)

Sample listing of companies located in the Pikes Peak region include:

Health Care Manufacturing and R&D Companies

Anabolic Laboratories	Pharmaceutical manufacturer of clinically dispensed nutritional products for the licensed health care professional	www.anaboliclabs.com
Bal Seal Engineering, Inc.	Design and manufacture spring-energized performance sealing solutions	www.balseal.com
Biomedical Innovations – a Nissha Company	Contract engineering and manufacturer of custom critical care medical devices	www.biomedical-innovations.com
DePuy Synthes, Companies of Johnson & Johnson	Manufacture orthopedic implants, prosthetic devices and instruments used in healing of fractures	www.depuyssynthes.com
Evoqua Water Technologies	Design, manufacture, installation, and service of ultra pure water systems for microelectronic, utility and medical industries	www.evoqua.com
General Machine, Inc.	Precision metal machine shop providing precision metal parts for medical,	
The Harloff Company, Inc.	Manufacture health care carts, metal carts, hotel carts, vacuums and floor care products	www.harloff.com
Nexgen Pharma	Manufacture vitamins, minerals, and other dietary supplements	www.nexgenpharma.com
Prescotts Inc.	Refurbishes, resells surgical microscopes	www.surgicalmicroscopes.com
The Spectranetics Corporation	Manufacture medical laser and delivery systems and ferro electrics.	www.spectranetics.com
Westone Laboratories, Inc.	Manufacture Oto Plastic for various fields, from hearing aids to in-ear monitoring and hearing protection	www.westone.com

Local Health Care Companies (continued)

Sample listing of companies located in the Pikes Peak region include:

Health Care Providers

AspenPointe

Carmichael Training Systems

Centura Health

Children's Hospital Colorado

Community Health Partnership

DaVita Medical Group

Gentiva

Healthsouth Rehabilitation Hospital of Colorado Springs

Kaiser Permanente

MEDDAC Health System - Fort Carson - Evans Community Hospital

Mission Medical Clinic

Mountain View Medical Group

MyHealthFunds, Inc.

Peak Vista Community Health Partnership

Penrose-St. Francis Health Services

Pikes Peak Hospice & Palliative Care

Pikes Peak Regional Hospital

Rocky Mountain Health Care Services

UnitedHealth Care

UCHealth - Memorial Hospital Systems

Value Option

Wellpoint

WSI Health Care Personnel Services



Local Health Care Companies (continued)

Sample listing of companies located in the Pikes Peak region include:

Health Care Education

4 Year Institutions

Beth-El College of Nursing & Health Sciences
Colorado College
Colorado Technical University
 DeVry University
National American University
University of Colorado Colorado Springs (UCCS)
University of Phoenix
University of the Rockies

2 Year Institutions / Trade Schools

Everest College
IntelliTec College
Intellitec Medical Institute
Pikes Peak Community College
PIMA Medical Institute

Other

Biological Sciences Curriculum Study
Healthy Coloradan Multimedia, LLC
MedStudy
Society of Physicians Entrepreneurs (SoPE)

Success Story

Medi-Share, one of the nation's largest healthcare-sharing programs, is expanding its footprint with an office in Colorado Springs. The Florida-based organization, which has more than 10,000 members in Colorado, hopes to fill more than 100 jobs within the first year of its opening.

“We’ve seen strong growth in our membership during the past few years, and we are thrilled to add a location in Colorado Springs,” said Michael Gardner, director of communications for Christian Care Ministry, which operates the Medi-Share program. “Our new office will enable us to better serve our members in the western region of the U.S., while continuing our mission to provide excellent, quality service.”

Medi-Share’s expansion comes during a period of strong growth since the implementation of the Affordable Care Act in September 2013. It has seen a membership increase of more than 250 percent, adding more than 145,000 members during that time. In Colorado alone, Medi-Share has 10,817 members, an increase of 190 percent.



Expansions / Relocations of Health Care Related Industry Companies 2004 - 2016

- American Vein & Vascular Institute (2015)
- CareCore National (2004, 2005 & 2006)
- Christian Care Ministry (2016)
- CodeBaby (2009)
- CodeOne Inc. (2008)
- Connect for Health Colorado (2013)
- MyHealthFunds, Inc. (2007)
- StarTek (2013)
- UnitedHealthcare (2013)

If you would like to be part of this vibrant Health Care economy, contact:

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