



## Unstable Unicorns: Separating Fact from Fiction Among the Hype-Fueled Vendor Landscape April 11, 2019

Please join the DFW chapter of ISCEBS on Thursday, April 11th for "Unstable Unicorns: Separating Fact from Fad Among the Hype-Fueled Vendor Landscape" at Maggiano's and via webinar.

Venture funding for digital health and population health startups has grown 200% in the past few years, and the number of new startups attempting to fix American healthcare has skyrocketed. Large employers with billion-dollar annual budgets are constantly searching for the right partners to help keep their employees productive and healthy, but it's boom and bust in this notoriously complex industry.

Lee Lewis, the leader of the jumbo employer health innovation practice at Arthur J. Gallagher, works with leading fortune 100 employers to source these solutions, where making the right choice leads to eight- and nine-figure EBITDA gains and potentially saving lives, and where a bad choice could result in the inverse. Furthermore, his team is incubating and advising a half-dozen startups poised to become billion-dollar enterprises shaping the future of the industry.

In this session you will learn, in extremely simple terms, how to spot and refute the marketing hype and fake health population results peddled across the industry to more quickly and accurately search and find the vendors that are shaping the future of American healthcare.

**DATE:** Thursday, April 11, 2019

**TIME:** 11:30 am – 12:00 pm – Registration and Lunch  
12:00 - 1:00 pm – Speaker Presentation

**LOCATION:** Maggiano's Little Italy  
205 Northpark Center  
Dallas, TX 75225

**COST:** \$25 – Chapter Member  
\$25 - DAHU Members  
\$35 – Nonmember  
\$10 - Webinar

(Access instructions will be emailed by April 9th, if you have not received the instructions by then, please email [dfwiscebs@outlook.com](mailto:dfwiscebs@outlook.com).)

**REGISTRATION:** Please [click here](#) to register.

**RSVP:** By Tuesday, April 8, 2019

**QUESTIONS:** [dfwiscebs@outlook.com](mailto:dfwiscebs@outlook.com)

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### SPEAKER:



**Lee Lewis**  
Area Vice President  
Arthur J. Gallagher and Co.

Lee brings a wealth of knowledge from his experience in assisting with vendor selection for five of the Fortune 100, and advising the two largest purchasing coalitions in the industry, with a combined 13 million member lives. He continuously reviews a multitude of vendors and informally advises venture funds looking to make good purchases; as well as the Validation Institute, the industry's first and only vendor-truth watchdog.