

Inc.5000
HONOR ROLL



7X
Inc. 5000
Honor Roll

45M
Patients
Served

\$5B
Savings Across
Value-Based Contracts

HQ
Dallas,
Texas

An End-to-End Solution for Better,
More Efficient Patient Care

Here’s how Lightbeam Health Solutions, a population-health management company that empowers health care organizations to provide superior care at a lower cost, achieved multiple Inc. 5000 honors.

LIGHTBEAMHEALTH.COM

No person or company will single-handedly fix the U.S. health care system. But Lightbeam Health Solutions is driving measurable improvements with a value-based care operating system that enables health care organizations to provide superior patient care at the right time and a lower cost.

So much of a patient’s clinical journey takes place outside of the exam room, explains Lightbeam Health Solutions President and Chief Operating Officer Erin Page. Using prescriptive AI, Lightbeam ingests data from myriad sources—including health plans, electronic medical record systems, and third-party sources for social determinants of health—to provide a holistic view of a patient’s care and suggest actions and opportunities specific to the end user. Lightbeam’s award-winning remote patient monitoring (RPM) solution enables physicians, nurses, care managers, and care coordinators to better engage with high-risk and rising-risk patients. “We really are an end-to-end value-based care platform that can be used for the entire ecosystem of an organization or for a particular use case,” Page explains.

During the past 10 years, these AI-enabled, enterprise SaaS offerings have generated more than \$5 billion in savings across all value-based care

contracts and more than \$3 billion in savings for accountable care organizations. In doing so, the company has fueled an awe-inspiring business journey: consistent exponential revenue growth worthy of seven Inc. 5000 honors.

When clients are partners

Page credits Lightbeam’s extraordinary success to a unique, customer-centric approach to innovation that has been in place since day one. And she would know. She was president of Lightbeam’s first client, a leading health plan with a common challenge. “The challenge was how



→ Erin Page, president and COO, Lightbeam Health Solutions

do we take all of the data available to us, synthesize it, and normalize it to where it’s actionable for whoever the end user is, whether that’s a clinician, a physician, or a provider, an actuary or medical economics analyst or the C-suite,” she explains.

Her team worked closely with Lightbeam CEO Pat Cline’s team to solve the problem. This collaborative approach proved a model for client-led innovation. Page says the company continues to build real partnerships and strong personal relationships, ensuring clients use platform tools to drive the best outcomes possible. Often, product innovation is the direct result of a client’s request. “When we choose a client’s idea, we engage that client. They work with us from start to finish, from the development of the spec to the testing of the solution to the rollout,” she says.

A team of problem solvers
and forward thinkers

Sometimes innovation stems from the client; other times, innovation stems from Lightbeam’s understanding of the fluid health care industry. The company exhibits a keen ability to stay on top of federal changes and industry trends. “You have to be able to understand what our provider community—whether that’s a hospital system or a physician’s practice—is going



→ Page at the podium during Lightbeam’s 2023 Users Group Meeting in Frisco, Texas

to be up against and will have to adapt to in the future,” Page says.

Anticipating industry changes is easier when you employ smart, tenured people. Lightbeam’s 230-plus workforce have diverse health care experience, allowing the company to understand the entire patient journey. They are expert problem solvers, invested in each client’s success, as well as in Lightbeam’s larger goal of increasing health care efficiency for the betterment of patients. Many employees have a personal connection to Lightbeam’s work, Page included. In both her personal and professional life, she has seen how easily people can fall through the cracks of a fragmented health care

system and how red tape not only wastes organizations’ money but worsens patient care. “My biggest reason for staying in this industry for so long is I want to impact health care. I won’t fix it. But if I can leave a thumbprint and help impact individual lives every single day, then that’s a wonderful feeling,” she says.

Reinvesting in progress

As part of its commitment to the industry and its clients, Lightbeam prioritizes investing in its solutions and may choose to limit spending in other areas, like broader marketing efforts. Page says this is a different approach than many companies in the population health management

space take and has allowed Lightbeam to grow responsibly. “We continue to reinvest our earnings into the company. We reinvest into the people we hire; we reinvest into our platform; we reinvest into our clients. This allows us to continue to evolve and innovate, but also, we can be very transparent with our clients about the financial stability of the company,” she explains.

Looking ahead, Lightbeam will continue to innovate, particularly in the use of AI, while partnering with customers to ensure they maximize the clinical, operational, and financial value of Lightbeam solutions. The results will benefit both customers and the patients they serve.