

The Joslin Diabetes Center Affiliates: Multi-site Management in a Non-profit Enterprise

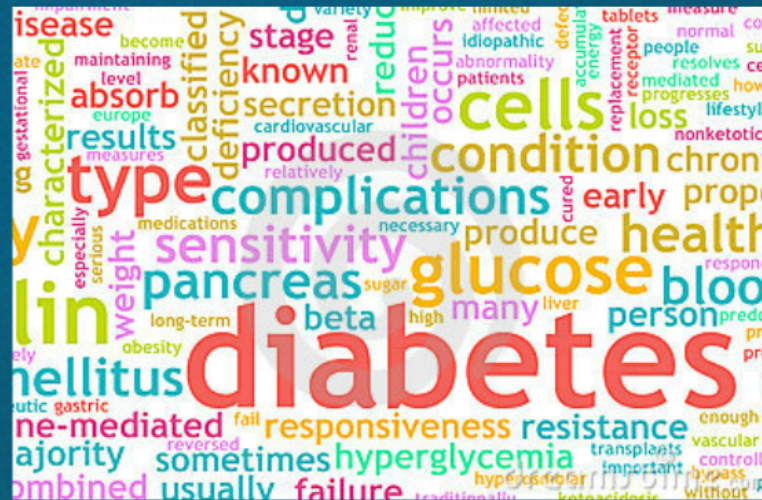




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Summary



- What is Diabetes?
- Joslin Centers – Affiliated Centers
- Judy and her responsibilities

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Problem

Judy is expected to grow



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Why is this important?

Janet Louise Woodrome Walther



Affiliated Centers

Currently:

- 20 Centers
- Revenue after salaries, etc. =  
\$800,000.00 
-  6 staff, Endocrinologist, Senior Director and 4 staff

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Problem

↑ ↑ ↑ ↑ ↑
Judy is expected to grow



Options: Make more money
and expand faster

Options: Hospitals may not
buy product and current
centers may not renew
contracts

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Options

1. Raise prices



2. Expand centers and cut costs



3. Add additional revenue stream



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reduced
Centers

Cons: 1
reserve

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Option 1. Raise Prices

Pros: Make more money
and expand faster

Cons: Hospitals may not
buy product and current
Centers may not renew
contracts

Option 2. Expand Centers and Cut Costs

Pros: Travel costs are dramatically reduced and more money comes in from Centers -- Build the brand



Cons: May not have enough money in reserves to expand quickly

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