International cooperation: *Maximizing our opportunities!*

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**Goals**

1. Why pursue international collaborations?
2. Examples of current UM models?
3. Lessons for our growing collaborations with Brazil & University of Sao Paulo

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1. Why pursue international collaborations?

“How does our own institution or country benefit?”

“What is it going to cost?”

“How can we justify shifting those costs from current activities to something far away?”
Value Proposition

**definition:**

A promise of value (i.e. worth or importance) to be delivered and acknowledged and a belief from the customer that value will be realized and experienced.

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**Value Proposition**

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If the World Were a Village of 100 People

The village would have:

- 61 Asians, 13 Africans, 9 Latin Americans,
- 12 Europeans, 5 from the USA and Canada
- 75 would be non-white, 25 white
- 76 have access to electricity (mainly for light at night)
- 8 people would have access to the internet
- 1 would have a college education; 16 would be unable to read or write
- 50 would be malnourished and 1 dying of starvation
- 48 would live on less than US$ 2 a day
- 20 would live on less than US$ 1 a day

http://www.familycare.org/special-interest/if-the-world-were-a-village-of-100-people/
“Research is to see what everybody else has seen, and to think what nobody else has thought.”

Szent-Gyorgyi, Physiologist and Nobel Prize recipient
1. Why pursue international collaborations?

**Value propositions**

- innovation
- art and science of collaboration
- talent development and management

**Does international cooperation lead to better health and discovery??**
2. Examples of current UM models?

Platforms
- multidimensional; cross departments, schools
- attract others who are interested in synergistic partnerships

- Brazil
- Ghana
- China
- India
- Ethiopia
- Israel

Clinical Activity:
UM vs. Top Four Chinese Medical Schools

<table>
<thead>
<tr>
<th></th>
<th>UMHS</th>
<th>FUDAN</th>
<th>SJTU</th>
<th>PUMC</th>
<th>PKU</th>
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<td>Affiliated Hospitals/ Centers</td>
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<td>6</td>
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<td>12,000</td>
<td>4,713</td>
<td>6,688</td>
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**Daily:**

- Outpatient Visits: ~6,411
- Emergency Room Visits: ~319
- Discharges: ~171
- Operations: ~177

**Total Beds:**

- UMHS: 930
- FUDAN: 7,000
- SJTU: 12,000
- PUMC: 4,713
- PKU: 6,688

**Papers co-written with faculty in other countries 2006-2012 (based on PubMed first author affiliation)**

- China (481)
- United Kingdom (447)
- Canada (300)
- Germany (211)
- England (183)

Most Collaborations

- >40
- 30-40
- 20-29
- 10-19
- <10

JI Platform

- Biorepository/Biomedical Informatics
- Institutional Review Board/Human Protection
- Science of Collaboration

* Renal added in 2012
3. Lessons for our growing collaborations with Brazil & University of Sao Paulo

a. Defining the value proposition; why are we doing this?
   - explicit goals and time lines
b. A strong focus on the collaborative and learning process
   - view through a research or quality improvement lens
c. Leveraging value to attract funding from a growing list of stakeholders

1. We should take risks in defining new models that demonstrate the value proposition of our partnership
2. This new model will improve each of our own systems
3. We should push ourselves to show the linkage between our partnership and explicitly defined outcomes

ultimate research question

Does international cooperation lead to better health and discovery??