PUBLISHED IN **LinkedIn** · Platform post
PUBLISHED 23 November 2026
Recorded by the author. The source carries no date, and nor does the publisher's live page.
AUTHOR Ravi R. Iyer, MD
SOURCE https://www.linkedin.com/in/driyermd/recent-activity/all/
RECORDED 23 November 2026 · record AR-2026-11-012

PLATFORM POST

Now Published: The Healthcare Reckoning, Part 3

Announcing Part 3 — and the fiduciary question a board can no longer avoid asking about what it spends on healthcare.

By **Ravi R. Iyer, MD**

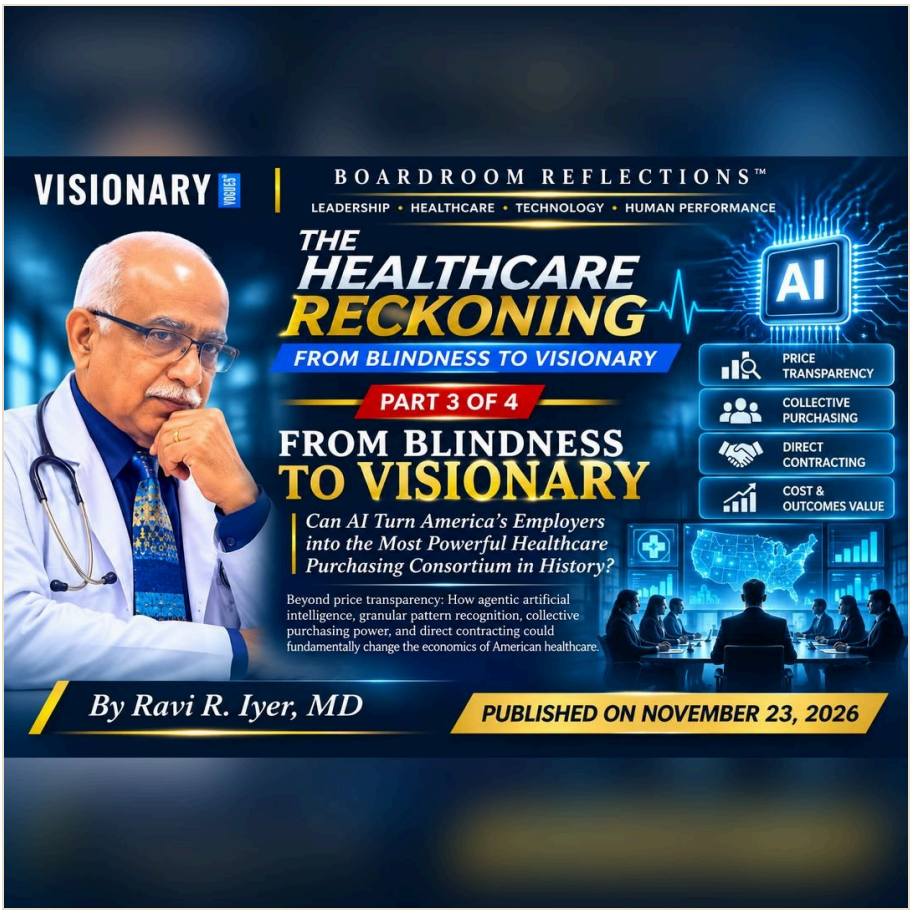


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WHAT THIS ENTRY IS

This post announces the column entered in this Record as **AR-2026-11-011**, published the same day. It also gives notice of Part 4, "Beyond Insurance", due 30 November 2026, which will take the next free number in that month when it appears.

A corporate board that does not initiate steps to acquire AI-assisted price analytic and price negotiation capabilities in their healthcare purchasing would now be justifaible accused of fiduciary negligence

Mentioned: Garry Tan Abhinav Swaminathan Vijay Iyer Shreyash Katkam Anthony Scaramucci Scott Galloway

> 🔵 NOW PUBLISHED | BOARDROOM REFLECTIONS
> THE HEALTHCARE RECKONING
> From Blindness to Visionary | Part 3 of 4
> FROM BLINDNESS TO VISIONARY

Can AI Turn America's Employers into the Most Powerful Healthcare Purchasing Consortium in History?

What if employers could stop purchasing healthcare blindly and start negotiating with the intelligence and collective power of a much larger enterprise?

In Part 3 of The Healthcare Reckoning, Ravi R. Iyer MD, explores how agentic artificial intelligence and advanced pattern recognition could transform the economics of American healthcare.

The article examines five important opportunities:

🔹 Price intelligence: Moving beyond price disclosure to understand why healthcare costs differ.

🔹 AI-powered pattern recognition: Identifying pricing anomalies and contractual inefficiencies.

🔹 Collective purchasing: Helping employers strengthen their negotiating position through coordinated purchasing intelligence.

🔹 Direct contracting: Improving transparency, accountability and supplier performance.

🔹 Responsible AI governance: Protecting patient privacy and physician independence while keeping better health outcomes central.

The objective is not simply to buy healthcare at the lowest price. It is to secure the greatest achievable health value.

Purchasing power without intelligence is blunt force. Intelligence without purchasing power is an academic exercise. Together, they could become a force for structural change.

📖 READ PART 3:

Coming November 30 | Part 4: Beyond Insurance

Follow Visionary Vogues for the final instalment of this four-part series.

Boardroom Reflections | Leadership • Healthcare • Technology • Human Performance

#HealthcareReckoning #BoardroomReflections #AmericanHealthcare #ArtificialIntelligence #HealthcareInnovation #HealthcareLeadership #RaviRIyer #VisionaryVogues

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ABOUT THE AUTHOR

Ravi R. Iyer, MD is a physician-scientist, entrepreneur, author and five-time TEDx speaker who has spent four decades exploring a deceptively simple question: what makes human beings, and the organizations they create, perform at their best? A Harvard-trained physician, corporate strategist and the founder of multiple healthcare and performance ventures, he is the creator of Neuroalignment, a framework for building high-performance organizations around the realities of human cognitive diversity. His work sits at the intersection of biology, leadership, technology and human behavior.

THE AKAASHIK RECORD

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