



Marcus Osborne

Senior Vice President, Walmart Health



Ep. 2 The Gary Bisbee Show **Snapshot**

Walmart Health: Enabling Affordable, Accessible Healthcare with Marcus Osborne

“Walmart health is about enabling people to get the care they need right now, the basic care, and to be able to afford it, to have it be accessible for them and be simple to engage with.” – Marcus Osborne

Meet Our Guest:

As the Senior Vice President of Walmart Health, Marcus Osborne served as an intern in the Clinton White House, worked for the Clinton Foundation, and went on to attend Harvard Business School. Joining Walmart after Harvard, Marcus has been at the forefront of Walmart’s consumer healthcare initiatives.

In This Episode:

In this episode, Gary had the opportunity to interview Marcus Osborne, Senior Vice President, Walmart Health. Marcus shares Walmart Health’s vision to enable consumers to get basic care that is affordable, accessible and simple to engage with.

The Gary Bisbee Show offers the following key insights:



Leadership in a crisis

Marcus believes that crises, like COVID-19, are more of an accelerant. It put rocket fuel into this movement of an emerging omnichannel reality in health and healthcare. [\(12:32\)](#)



Walmart’s vision

Marcus emphasizes Walmart’s vision of healthcare. This vision enables people to get basic care that is both affordable and simple to engage with. [\(15:22\)](#)



Cost-effective model

Marcus describes a cost-effective model Walmart has started with their physical sites, this model will accept insurance, but if someone does not have access to insurance or is on a high deductible plan, they will still be able to afford healthcare. [\(16:15\)](#)



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Integrated data environment

Marcus discusses Walmart's plans to move into a more integrated data environment. This environment could monitor everything from blood pressure checks, to medicine, to nutritional or sleep habits. [\(29:10\)](#)

Relevant Links:

- Walmart Health and Wellness, where Marcus is the Senior Vice President of Walmart Health: <https://corporate.walmart.com/newsroom/topics/health-wellness>
- Walmart Health clinics expand in Georgia, Florida, and Chicago: <https://www.healthcarefinancenews.com/news/walmart-health-clinics-expand-georgia-florida-and-chicago>
- An inside look at a Walmart Health Clinic: <https://www.fiercehealthcare.com/practices/inside-look-at-walmart-s-new-health-clinics>