

SUCCESS STORY:

TRISUS® HEALTHCARE INTELLIGENCE

As the healthcare industry embraces value-based economics, outcomes are increasingly evaluated on both cost and the quality of care provided to your patient population. The importance of understanding cost across the hospital, by department, and by medical condition is essential to discovering possibilities for cost-saving, quality improvement opportunities.

Trisus® Healthcare Intelligence sheds light on how individual process variations made during the continuum of care produce different profit margins by medical condition, allowing you to see operational and financial data at a patient level, the way a physician approaches care delivery. The power in that data is the ability to use these insights to drive clinical process improvements that not only maximize clinical outcomes, but also financial performance – providing margin for your mission.



PROJECT: Identify trends in orthopedics supplies cost increases



CUSTOMER

Medium-sized short-term acute care hospital
Midwest suburban market
Net Patient Revenue >\$200 million
Operating Profit Margin >15%



OBJECTIVES

Analyze supply reports to understand the year-over-year increase in orthopedic supplies spend
Identify contractual implications
Identify patterns and preferences contributing to increased supply costs



SOLUTION

Trisus Healthcare Intelligence®
— Cost Analytics and Decision Support



KEY DATA CHALLENGES

Supply chain costs are some of the most significant expenses for a healthcare organization. Challenges surrounding supply chain management include: data shortages, lack of integration, weak charge capture processes, variation in physician preferences and practices, and hidden costs in contracts negotiated without the support of data.



RESULTS

Using detailed supply reports from Trisus Healthcare Intelligence to build an accurate and informed current state map, the organization skillfully renegotiated contracts using data and instituted cross-functional processes to reduce variation in physician practice.

These efforts represent a cost savings opportunity of approximately \$85,000, specifically a 15% cost savings across shoulder replacement surgeries. This process is expected to further savings as additional surgical areas are evaluated.