

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: Evaluate Potential Telehealth Partnership



CUSTOMER

Medium-sized short-term acute care hospital
Midwest suburban market
Net Patient Revenue >\$125 million
Operating Profit Margin >15%



OBJECTIVES

With the pending retirement of a staff neurologist, the organization required assistance with evaluating two options:

1. Hire a new, in-house staff neurologist
2. Implement a hospitalist model utilizing remote neurology support

The evaluation included in-hospital (acute inpatient and observation status patients), as well as all downstream technical and professional activities.



SOLUTION

Trisus Healthcare Intelligence®
— Cost Analytics and Decision Support



KEY DATA CHALLENGES

This strategic decision would impact patient access to qualified, experienced physicians. Factors impacting this decision included reducing the burden of distance and location, providing high-quality, cost effective care, and maintaining optimal clinical outcomes.



RESULTS

Trisus Healthcare Intelligence was used to run predictive models on the different options of having an in-house neurologist vs. a Telehealth model.

The strategic decision to implement a Telehealth model resulted in a **margin savings of \$300,000, representing an 18% cost improvement across the stroke population.**