

See it in the numbers

*... follow the facts, wherever they land*

... James Q Wilson

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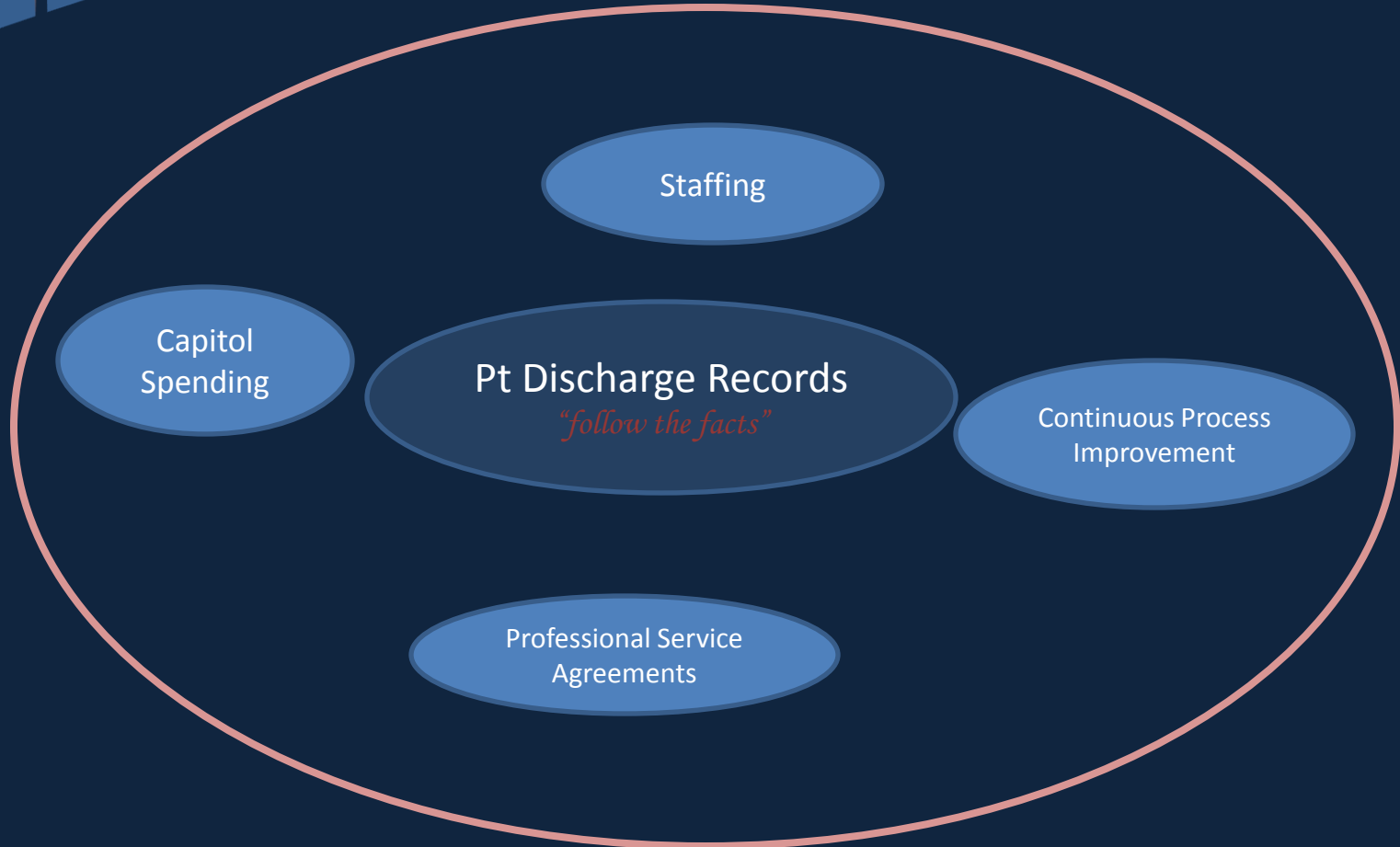
... these programs (ACA) will soon become the new normal in healthcare. They will then be expanded in a much bigger and broader scale. Joining this experiment now means becoming part of a new system of care at the ground floor. Becker's Healthcare News, Feb 2012



By deep diving into the recorded patient experience (ie database) the provider becomes an enabler for acquiring insight and changing behaviors within the organization. By integrating diverse datasets (demographic\clinical\financial ) obtained across delivery units, the total patient experience becomes transparent. It provides a clearer focus, a more contextualized view of operations. As Ben Franklin put it – *diligence is the mother of good luck.*

# the past as prologue

*... for informed decision making*



# the past as prologue

*the expanded encounter ... for decision making*

Merging encounter files from across the organization – enables the **provider** with a single handle on care delivery and cost and revenue information.

**UTILIZATION DETAIL:**

Day/Department/Procedure	Units	Charges	Costs
Day 1 06/29/2007			
5062 DIETARY REVENUE			
50624000 2 GRAM SODIUM 1800 C	1	0.00	0.00
6024 MEDICAL/SURGICAL			
60241001 6FL SEMI-PRIVATE ROO	1	1103.00	917.14
6170 RESPIRATORY SERV			
6170 1001 1001 OXYMETRY CHECK	1	41.00	17.14
			20.48
			10.03
			0.00
			26.75
			0.00

MRN	ACCT_NC	Disch_Date	1st_Dx	Admit_Dr	Work_Dx	2nd_Dx	3rd_Dx	1st_Tx	2nd_Tx	3rd_Tx	DOA
555001	322455001	10/5/2009	481	485	485	253.5					10/1/2009
555002	322455005	10/19/2009	482.9	483	485	401.9	263.1				10/11/2009
555003	322555020	11/12/2009	426	429.2	401.9	782.1					11/5/2009
555004	322556020	10/23/2009	786.50	429.2	413.9						10/22/2009
555005	322455225	11/4/2009	715.8	821.1							10/22/2009
555030	322455230	1/2/2010									10/22/2009
555120	322455035										10/22/2009

**UTILIZATION SUMMARY:**

Department	Units	Charges	Total Costs
5062 DIETARY REVENUE			
6024 MEDICAL/SURGICAL			
6170 RESPIRATORY			
6170 1001 1001 EMPLOYER_NAME	TOT_CHGS	Exp_Reimb	Paymt_1
405555001	\$32,000	\$9,800	\$9,400
7350005501	\$26,000	\$9,400	\$9,000
7350005501	\$18,000	\$8,600	\$11,800
7165550001	\$38,500	\$12,400	\$49,800
7350005501	\$56,250	\$53,800	\$8,800
25001	\$18,000	\$8,400	\$24,500
3850510	\$64,500	\$24,500	\$13,600
709130	\$22,500	\$16,400	\$12,400
818320	\$24,500	\$7,200	\$17,900
405555001	\$46,700	\$18,400	\$21,400
A555099	\$34,750	\$33,525	\$32,250
7165550001	\$55,470	\$17,200	\$14,900
B-35-979	\$24,300		

MRN	ACCT_NO	FINCLA	CARRPLAN	Subscriber_I	EMPLOYER_NAME	TOT_CHGS	Exp_Reimb	Paymt_1	PaymtDate	Paymt_2
555001	322455001	B	400110	ABC Metals		\$32,000	\$9,800	\$9,400	2/24/2010	\$200
555002	322455005	M	200110	Main St Carpet		\$26,000	\$9,400	\$9,000	4/20/2010	\$300
555002	322455035	M	200110	Main St Carpet		\$18,000	\$8,600			
555003	322555020	M	200110	Alloy Tech		\$38,500	\$12,400	\$11,800	5/5/2010	\$2,500
555003	412228950	M	200110	Main St Carpet		\$56,250	\$53,800	\$8,800	3/15/2010	\$100
555004	322556020	HM	703120	Poor Buy		\$18,000	\$8,400	\$8,800	5/12/2010	\$900
555005	322455225	S		Green Landscape		\$64,500	\$24,500	\$23,600	5/12/2010	\$900
555030	322455230	HM	709130	City Transit		\$22,500	\$13,600	\$12,400	12/30/2009	
555033	355753322	HO	818320	D-22-545 Canal Printing		\$24,500	\$16,400	\$7,200	3/4/2010	\$200
555120	344553555	K		unemployed		\$15,500	\$8,400	\$17,900	2/15/2010	
555222	355444629	B	400110	ABC Metals		\$46,700	\$18,400	\$21,400	2/21/2010	\$1,000
555662	344564646	HO	818201	Robinsons		\$34,750	\$33,525	\$32,250	3/20/2010	\$1,000
555685	355665466	M	200110	Retired		\$55,470	\$17,200	\$14,900	4/30/2010	
643308	400325091	HO	844565	West Comm		\$24,300				

# database essentials

## Demographic

- age
- sex
- Zip
- Ethnicity
- Marital status
- Admit Source

## Clinical

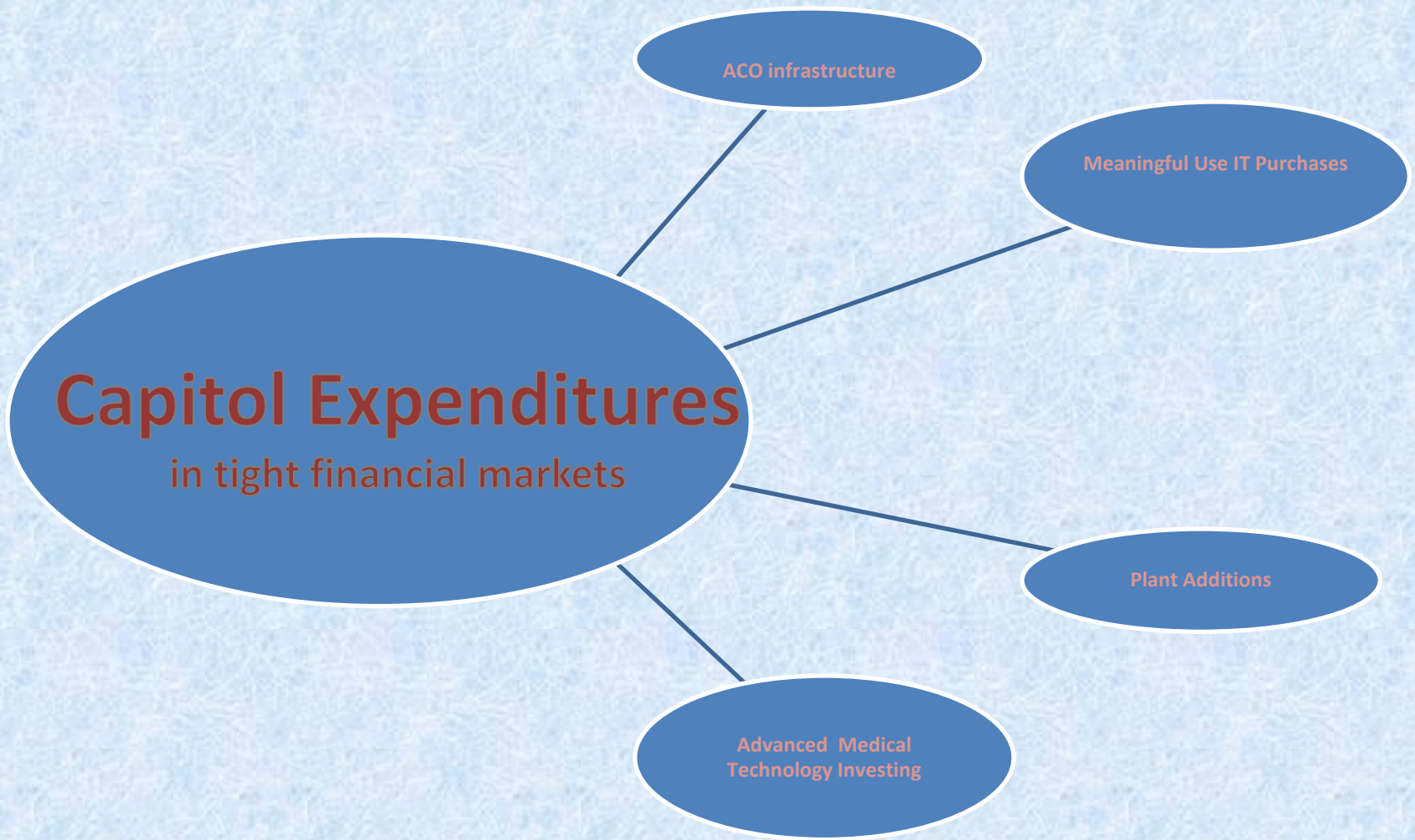
- 1<sup>st</sup>-Diagnosis
- working diagnosis
- admitting diagnosis
- co morbidities
- MDC
- DRG#
- Tests/drugs/meds per charge item
- Admit date
- Discharge date
- ED visit date
- Discharge Status

## Financial

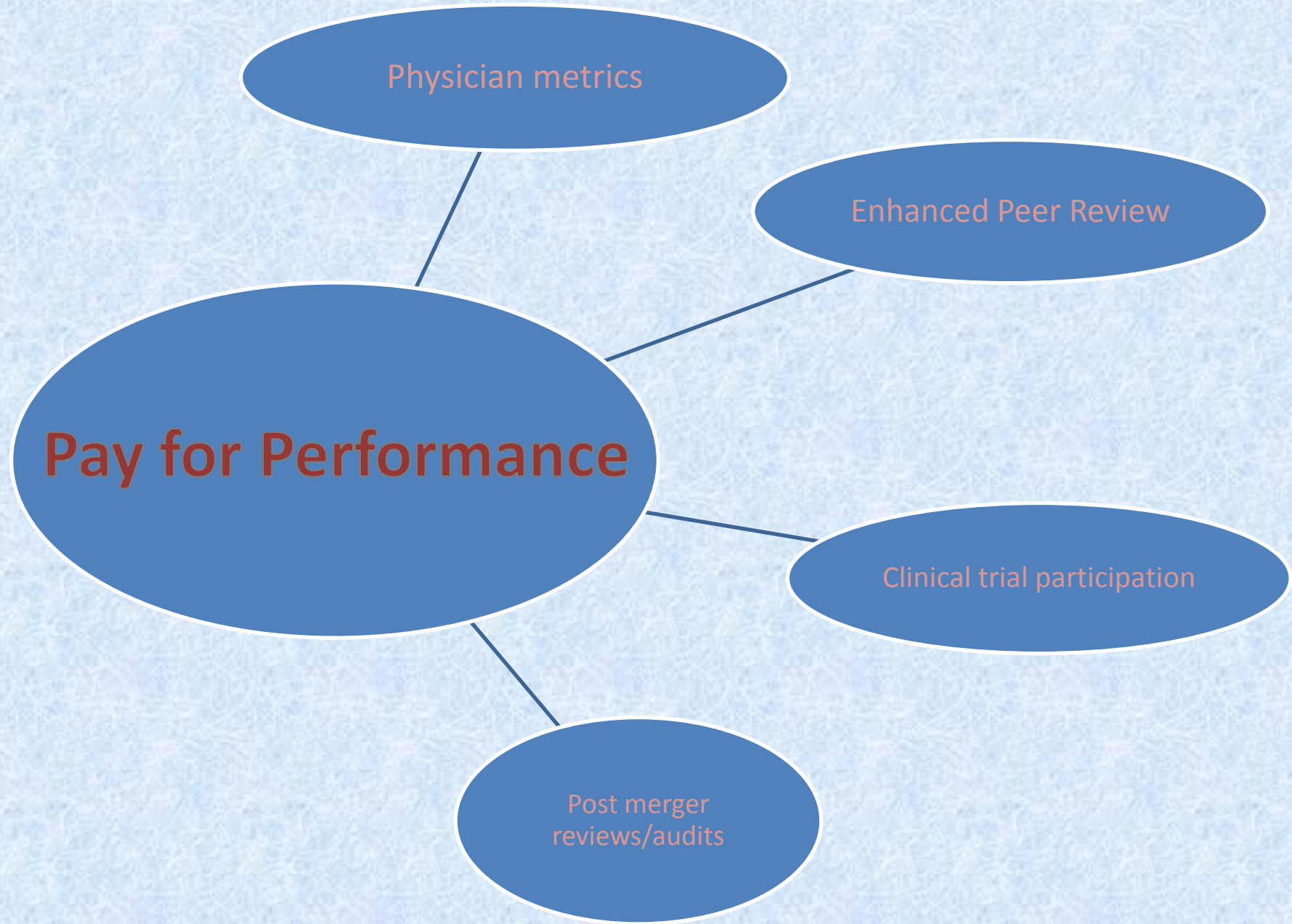
- financial class
- insurance type
- Insurer contract #
- total charges
- net revenues
- account balance
- Account location
- Amt paid by insurer
- Final Bill Date
- Paid dates
- Payment codes
- Adjustment reasons

## Physician

- attending
- surgeon
- ED-MD
- Admit MD
- Consult MD
- Med specialty
- Med license







# Pay for Performance

Physician metrics

Enhanced Peer Review

Clinical trial participation

Post merger  
reviews/audits

# driving priorities forward

*articulate a vision ... by following the facts*

## Capital expenditures

- ACO Infrastructure
- Plant Additions
- Practice Purchasing
- Service Line Segmentation

## Physician Integration

- Quality Metrics
- Physician Performance Metrics
- Volume linked to Quality Metrics
- Clinical Pathway Monitoring

## IT infrastructure

- Technology as Accelerator
- Advanced technology investing choices
- Meaningful Use applications
- HER selections





Brian Rucco collaborates with healthcare providers, insurers and industry watchdog organizations producing fact based insights about rapidly changing local healthcare environments. Business Intelligence actions have helped clients better *manage risk*, understand *disruptive innovation* and locate *root cause* issues through data driven analyses.

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