

... follow the facts, wherever they land

... James Q Wilson

... 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*·

... for informed decision making

Capitol Spending

Pt Discharge Records

Staffing

251

"follow the facts"

Continuous Process Improvement

Professional Service Agreements



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

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UTILIZATION DETAIL:

Demographic

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

Clinical

ASP ASSA

- 1st-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



Meaningful Use IT Purchases

Capitol Expenditures

in tight financial markets

Plant Additions

Advanced Medical Technology Investing

Physician metrics

Enhanced Peer Review

Pay for Performance

Clinical trial participation

Post merger reviews/audits



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.