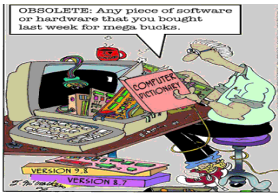


Information Technology for Surgery Centers – Achieving Positive Outcomes and Avoiding Complications

Todd Logan, MBA
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Today's Discussion

- Goal-How can I better position my center to take advantage of current technology
- Make certain technology strategy aligns with overall ASC strategy
- Pick one manual process each quarter and Analyze current workflow to determine if you can improve productivity, reduce expenses

Strategic IT Plan

- How many ASCs have a strategic IT plan does include a clinical plan, does it involve integration with an ACO?
- What % of revenue is reinvested into technology
- Define your organizational goals and work with a trusted IT consultant to help formulate 1,3 and 5 year strategic IT plan, align with overall goals



Overall Facility Goals

- Patient safety and satisfaction
- Maximize Profitability
- Physician satisfaction
- Regulatory compliance

Patient Safety and Satisfaction


- Electronic Health Record
 - Legible documentation
 - Medication Reconciliation
 - Decision support
 - Allergy/Medication Alerts
 - Reduce redundancy



Patient Safety and Satisfaction

- Patient Portal
 - Enter Health data at patient's convenience
- Electronic Patient Surveys
 - More convenient
 - Allows for immediate follow up on negative ratings



- Revenue Cycle Processes
 - Eligibility checking
 - Electronic Claims Submission
 - Auto posting Payments
 - Collections tools
 - Contract tools
 - Increased volume
 - Web scheduling for physicians/offices
 - Electronic Health Record
 - Eliminate manual paper process and supplies
 - Remove chart storage (onsite-offsite)
 - Capture additional charges
- 



Maximizing Profitability

"If you don't know your case costs, you aren't managing your business, you're babysitting it..."

- Joan Dentler, MBA, Principal ASC Strategies

Majority of centers today do not utilize case costing and are leaving money on the table

- ◆ Lower reimbursements
- ◆ Higher supplier costs
- ◆ Higher administrative costs

Maximizing Profitability

[illegible]

Maximizing Profitability

- Supply Chain
 - Preference cards to provide supply usage data
 - Connections to suppliers to eliminate manual PO cost
 - Reports to provide case costing and usage data for payer and vendor negotiations

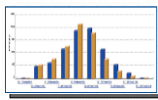


Maximizing Profitability

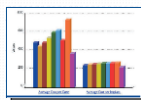
- Business Intelligence/Advanced reporting
 - Identify trends, understand all components of business
 - Make strategic decisions regarding service lines, physicians



Billing & Collections



Clinical Statistics



Cost Analysis

Maximizing Profitability

- Hardware/system management costs
 - Remote hosted systems
 - Backup/Disaster recovery plans
 - Enterprise configuration (multiple sites)



Physician Satisfaction

- Electronic Health Record
 - Easier access to data, both at the facility and offsite
 - Eliminate transcription through automated Op Reports
- Physician Connectivity
 - Web Scheduling for physicians and physician offices



Regulatory Issues

- Meaningful Use- has been implemented in Physician practices and hospitals, and is coming to ASCs- soon



Regulatory Issues

- ACO- Accountable Care Organizations- In order to participate in an ACO you will need to be able to share clinical data



Questions

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