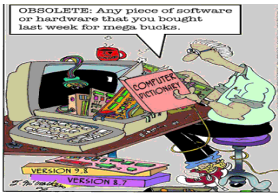


Information Technology for Surgery Centers – Achieving Positive Outcomes and Avoiding Complications

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

Revenue			50,499.86
Plant Cost	Asset: Infrastructure Equipment	1	50000.00
	Life: 10 Years	1	10000.00
	Res: Linear		
	Cost: 50000.00		50000.00
	Life: 10 Years		
	Res: Linear		
	Cost: 50000.00		50000.00
Selling	Asset: Marketing Expenses	1	5000.00
	Life: 10 Years	1	1000.00
	Res: Linear		
	Cost: 5000.00		5000.00
	Life: 10 Years		
	Res: Linear		
	Cost: 5000.00		5000.00
Expense Totals	Asset: Marketing Expenses	1	5000.00
	Life: 10 Years	1	1000.00
	Res: Linear		
	Cost: 5000.00		5000.00
	Life: 10 Years		
	Res: Linear		
	Cost: 5000.00		5000.00
Profit/Loss Analysis Report (Continued, Page 2)			
Period: 1-12 (12 Months)			
Revenue	50,499.86	50,499.86	50,499.86
Expenses	50,499.86	50,499.86	50,499.86
Profit	0.00	0.00	0.00
Assets			
Plant	50,000.00	50,000.00	50,000.00
Liabilities	0.00	0.00	0.00
Equity	0.00	0.00	0.00
Income Statement			
Revenue	50,499.86	50,499.86	50,499.86
Expenses	50,499.86	50,499.86	50,499.86
Profit	0.00	0.00	0.00
Balance Sheet			
Assets	50,000.00	50,000.00	50,000.00
Liabilities	0.00	0.00	0.00
Equity	0.00	0.00	0.00
Cash Flow Statement			
Operating	0.00	0.00	0.00
Investing	0.00	0.00	0.00
Financing	0.00	0.00	0.00
Net Change	0.00	0.00	0.00

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

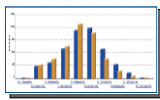


Maximizing Profitability

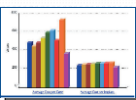
- Business Intelligence/Advanced reporting
 - Identify trends, understand all components of business
 - Make strategic decisions regarding service lines, physicians



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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