

What to consider when choosing technological support for your surgical business

Hospitals today face numerous challenges from declining reimbursement, changing payment models and an increasing focus on quality. While surgery remains a profit engine for most organizations, expenses threaten to outpace profits if cost growth continues its current trajectory. In order to ensure that surgery generates sufficient revenue, you need tools to uncover your greatest opportunities to decrease costs and improve efficiency. Below, we'll outline strategies for maximizing your surgical investment and delineate the components you should look for when selecting a tool to support these practices at your organization.

Four tactics for the changing health care landscape.

1 Match productive staff to productive time.

- Increase block and OR utilization and improve turnover time.

2 Improve quality of care.

- Track risk-adjusted outcomes by procedure and surgeon.
- Reduce preventable readmissions and returns to OR.

3 Eliminate supply cost variance.

- Identify and manage supply cost and utilization variance.
- Support physician-led development of clinical protocols for physician preference item use, vendor negotiation strategy and execution and surgeon preference card management.

4 Promote profitable growth.

- Pinpoint procedural cost and profitability accurately by physician.
- Prioritize/grow profitable procedure volumes and drive service line growth strategy.

Identifying an ideal platform

To meet these challenges, you need a simple, intuitive tool that finds your greatest opportunity areas and makes it easy to act on them. Look for a solution that meets all of the following criteria:



Comprehensive

A good tool will not only provide a clear picture of your performance, but also provide benchmarks so you can see where you stack up against like organizations and pinpoint your opportunities.

- Integrates cost, operations and outcomes
- Includes all variable costs
- Provides peer benchmarking



Dedicated support

The best technology is only as good as its user. An ideal partnership will include dedicated support that both teaches you how to use the tool effectively and provides expertise and guidance to ensure maximum ROI.

- Delivers analytical guidance
- Provides on-site physician engagement
- Shares strategies and tactics



Frictionless

High-quality technology should deliver the information you need, exactly when you need it, with minimal effort.

- Instant root-cause analysis
- Automatic opportunity prioritization
- Immediate, interactive querying



Clinician oriented

Identifying opportunities is only the first step. In order to capitalize on them, you'll need to bring surgeons on board. Therefore, be sure to select a technology that includes components to engage physicians.

- Extensive supply cost and efficacy data
- Internal and external peer comparisons
- Tools to help physicians optimize productivity

Technology evaluation checklist

Is the technology you're evaluating up to par? The checklist below highlights areas you should consider when selecting a technology to support your surgical business.

		
Painless implementation		
1. Short time to go-live	<input type="checkbox"/>	<input type="checkbox"/>
2. Minimal IT burden	<input type="checkbox"/>	<input type="checkbox"/>
<hr/>		
Identify your biggest cost-reduction opportunities		
1. Extensive peer benchmarking	<input type="checkbox"/>	<input type="checkbox"/>
2. Detailed analysis of supply utilization	<input type="checkbox"/>	<input type="checkbox"/>
3. Cost/quality analysis at a surgeon and procedure level	<input type="checkbox"/>	<input type="checkbox"/>
4. Item level price benchmarks	<input type="checkbox"/>	<input type="checkbox"/>
<hr/>		
Engage physicians		
1. Comprehensive physician scorecards and dashboards	<input type="checkbox"/>	<input type="checkbox"/>
2. Case-level detail	<input type="checkbox"/>	<input type="checkbox"/>
<hr/>		
Optimize OR operations		
1. Case volume, on-time starts, turnover and case length tracking	<input type="checkbox"/>	<input type="checkbox"/>
2. OR and block utilization monitoring	<input type="checkbox"/>	<input type="checkbox"/>
3. Ability to manage and share block-holder schedules	<input type="checkbox"/>	<input type="checkbox"/>
<hr/>		
Continuously monitor your progress		
1. Custom reporting	<input type="checkbox"/>	<input type="checkbox"/>
2. Profitability and reimbursement analysis	<input type="checkbox"/>	<input type="checkbox"/>
<hr/>		
Dedicated support		
1. Assigned support team	<input type="checkbox"/>	<input type="checkbox"/>
2. Individualized product training	<input type="checkbox"/>	<input type="checkbox"/>
3. Provides guidance and expertise	<input type="checkbox"/>	<input type="checkbox"/>
4. Ensures ROI goals are met	<input type="checkbox"/>	<input type="checkbox"/>
		
	More checks in this column? You may have found the right solution.	More checks in this column? Reconsider your options...



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