

SUCCESS STORY:

TRISUS® HEALTHCARE INTELLIGENCE

As the healthcare industry embraces value-based economics, outcomes are increasingly evaluated on both cost and the quality of care provided to your patient population. The importance of understanding cost across the hospital, by department, and by medical condition is essential to discovering possibilities for cost-saving, quality improvement opportunities.

Trisus® Healthcare Intelligence sheds light on how individual process variations made during the continuum of care produce different profit margins by medical condition, allowing you to see operational and financial data at a patient level, the way a physician approaches care delivery. The power in that data is the ability to use these insights to drive clinical process improvements that not only maximize clinical outcomes, but also financial performance – providing margin for your mission.



PROJECT: Strategic partnership evaluation: Acute alcohol-related admissions



CUSTOMER

Medium-sized short-term acute care hospital
Midwest suburban market
Net Patient Revenue >\$200 million
Operating Profit Margin >15%



OBJECTIVES

Analyze the impact to revenue and resource utilization of a proposed partnership to accept all acute alcohol-related admissions from a neighboring healthcare organization



SOLUTION

Trisus Healthcare Intelligence®
— Cost Analytics and Decision Support



KEY DATA CHALLENGES

It is estimated that 16 million Americans meet the criteria for alcohol use disorder, and alcoholism remains the third-leading cause of preventable death in the United States.

Patients admitted with alcohol-related conditions are complex, with a demonstrated increased resource utilization and length of stay, as well as a greater risk for re-admission to the hospital.



RESULTS

The organization used Trisus Healthcare Intelligence to analyze the population, evaluate the options, and make a decision on the partnership proposal. The decision had an operating margin impact of \$120,000 per year, **representing a 30% margin improvement across the population.**