

Compass & Nicklaus Children's Partnership Update

2015 Savings: \$338,468

2015 Return on Investment: 3.5:1

ACHIEVED	IN PROGRESS	FUTURE PROJECTS
<p>Supply Cost Reduction \$50,878 Orthobond negotiation with Medtronic was supported by price comparisons in Compass</p> <p>Estimated Additional Profit Achieved by Reallocating Block Time using Block Manager \$194,256¹ Reducing then eliminating Dr. Grossman's block to give more time to UM</p> <p>General since May resulted in an increase of 48 cases and block utilization increase from 16% to 24%</p> <p>\$89,784² Right-sizing Dr. Orjuela and Dr. Berger's block time resulted in an increase of 72 cases since April and block utilization increase of 66% to 79%</p> <p>\$3,550³ Merging Private Dentists into one group in August has allowed for more flexibility, increasing case volume by 50 and block utilization from 40% to 64%</p> <p>Best Practice Utilization Nicklaus Children's has on average per month 9 users with 9 logins per user</p>	<p>Supply Utilization Variance Reduction</p> <ul style="list-style-type: none"> Procedure Cost Manager(PCM) highlights top opportunities to reduce supply variation in procedures \$137,146 identified in savings potential if variance was reduced for top 3 procedures we have reviewed so far: Adenotonsillectomy, Adenoidectomy BMT, Lap Appy High cost driver supplies are reviewed with service line leaders to vet opportunities for cost effectiveness to share with surgeons <p>Block Utilization Improvement</p> <ul style="list-style-type: none"> Block Manager data reviewed regularly to ensure optimal use of the OR and highlight where reallocation of time may be beneficial OR team is working with the clinical team to make scheduling adjustments accordingly <p>Supply Cost Reduction</p> <ul style="list-style-type: none"> Contracting team uses Cohort Price Pulse and Spend Compass to support contract negotiations with vendors to achieve the lowest pricing 	<p>Creation of Standard Surgeon Dashboard</p> <ul style="list-style-type: none"> Develop a template and process for sharing surgeon data regularly Determine key metrics that should be provided in dashboard <p>Use Procedure Cost Manager and Cohort Price Pulse to support a Supply Utilization Review Process</p> <ul style="list-style-type: none"> Compass is well-suited to support forums for increasing the cost effectiveness and quality outcomes of items used in the OR Our expert in standardizing a review process can provide help in building this forum at Nicklaus Children's <p>Utilize new Compass functionality</p> <ul style="list-style-type: none"> OR Capacity reports in Block Manager to see Nicklaus Children's OR utilization overall New variance dashboard highlighting upfront where you have the most opportunity for supply cost variation reduction

1. Savings based on the 48 additional cases X Average Net Profit per Encounter for Dr. Grossman of \$4,047

2. Savings based on extra case volume of 72 X Average Net Profit Per Single Case/Single Procedure Encounter for Dr. Orjuela and Dr. Berger of \$1,247

3. Savings based on the 50 additional cases X Average Net Profit per Encounter for Dental service line \$71

Source: Surgical Profitability Compass, Jan-Aug 2015

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