



Transform Finance from a corporate function into a strategic advantage with advanced analytics and visualizations.

David Janotha
Director, Professional Services
EPSi

Agenda



Why advanced analytics and visualizations should matter to Finance



Analytics and Visualizations today



Readying for analytics tomorrow



Finance is now a strategic weapon.



David Janotha



David Janotha has worked in healthcare, finance, and consulting at multiple organizations over a span of 30+ years. In his role as Director Professional Services, David is the leader of the consulting services team focused on providing costing, budgeting, financial analysis, and service line analysis expertise to clients.

David has a Masters in Health Services Administration from The University of Michigan and a Bachelors in Financial Management from Florida Southern College



Why you need advanced analytics



Market pressures are bearing down on margins, making it more important to truly understand the business.



Pay for value requires knowing the cost and quality sides of the equation.



The expanding responsibility for the entire patient creates the need for analytics across the continuum of care.



Changing corporate structures from consolidation, M&A, agreements with partners, and ACOs mean more complex processes.



The strategy and analytics disconnect

With mounting performance pressures, analytics must support strategic realignment.



Analytics today:



Retrospective



Allocated Cost



Non-Actionable



Costly to Maintain



Siloed

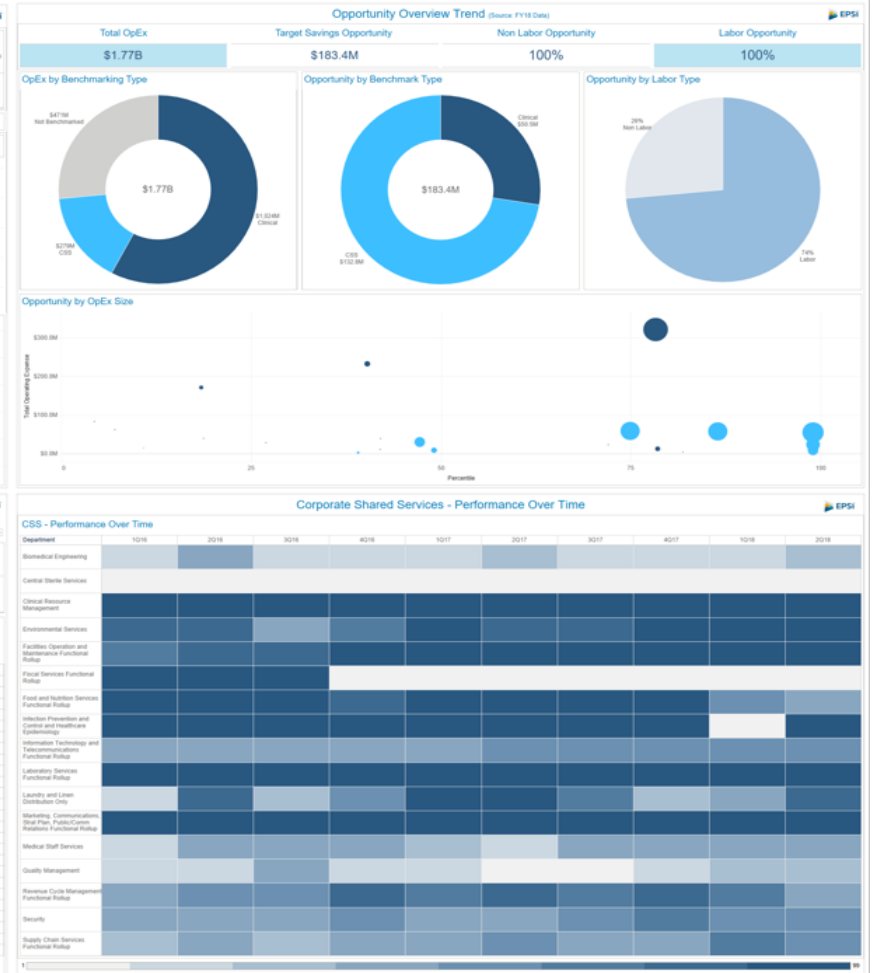


Difficult to Share



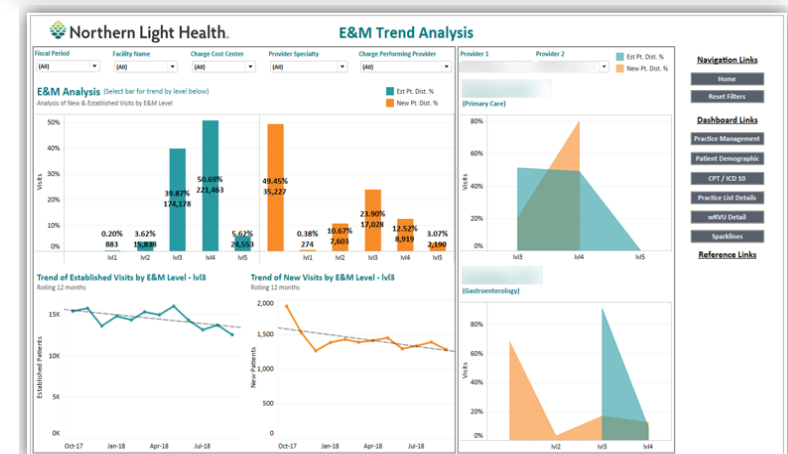
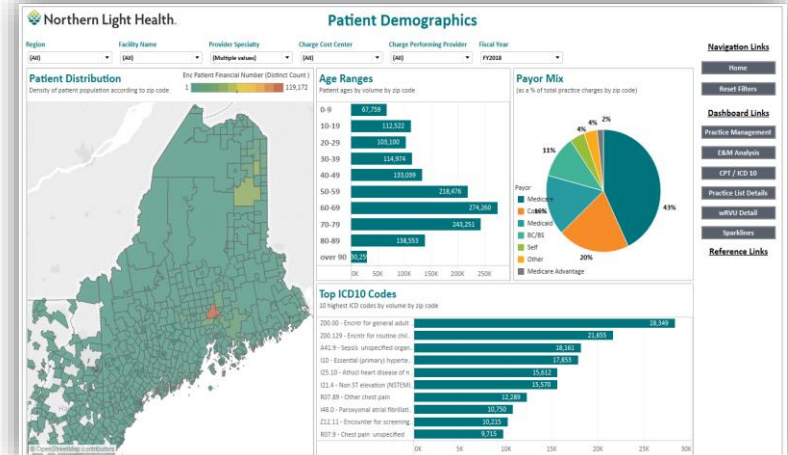
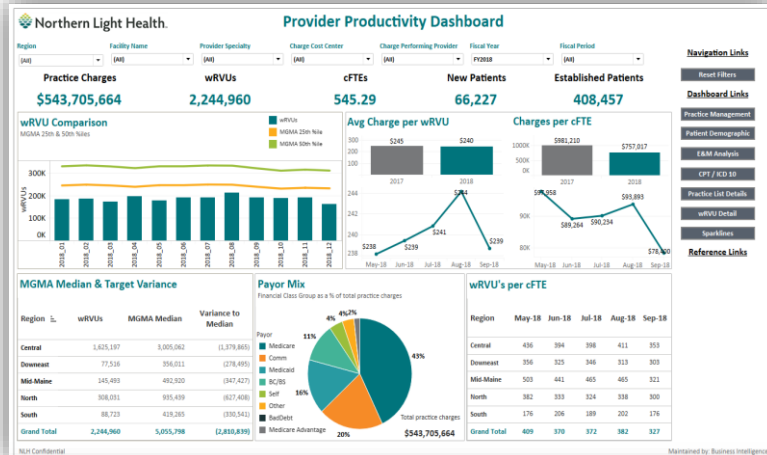
Focus on long term, not operations

Operational nimbleness requires an understanding of clinical and shared services' functional performance compared to peers



Provider insights

Requires drillable analytics to understand the performance of the provider base



Get ready for
real-time and
predictive
analytics.



Industry analogs

Ideas that required the world to change....
before they could change the world



Technology
Shift



Application
Shift



Process
Shift

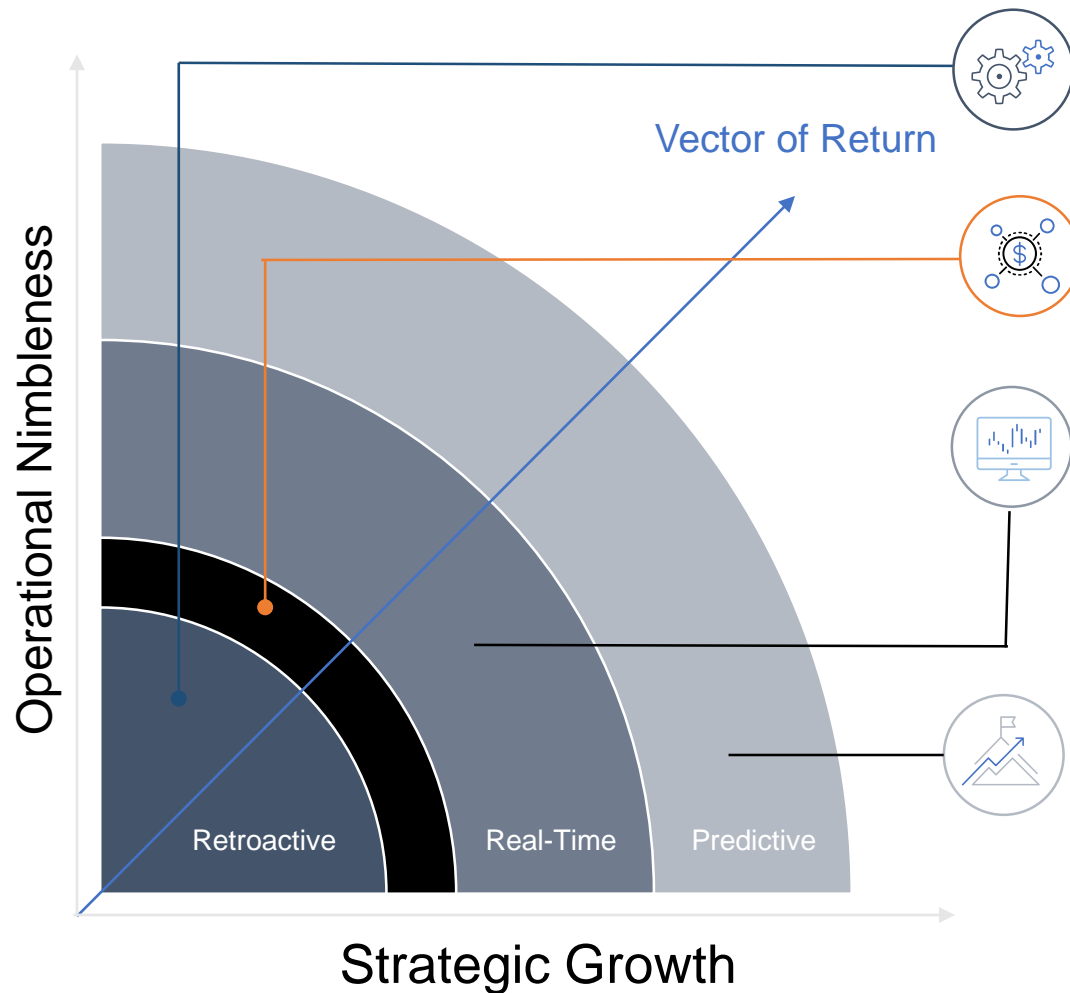


Architecture
Shift



Infrastructure
Shift

Return on analytics



Rightsizing

- Operational Excellence
- Clinical Variation
- Informed Productivity / Benchmarking
- Asset Realignment

Data Connection Chasm

Accountability

- Rolling Forecast
- Real-Time Productivity
- Real-Time Supply
- Referral Management

Precognition

- Contract Identifiers
- Revenue Modeling
- Staffing to Demand
- Inventory Management
- Capital Management
- Never Events
- Clinical Pathways

Analytics maturity model

Lagging

Leading



Overall

Limited integration of advanced data sources, poor operation structures, limited front line engagement

Extensive integration of data sources, real-time and predictive analytics w/real-time alerts

Clinical Insights

Minimal clinical data surrounding hospital encounter and transactional detail

Real-time monitoring of progression through care to predict care pathways; analyze clinical insights from a longitudinal view

Costing Refinement

Sub-optimal data and structure w/limited cost insights based on outdated cost-to-charge methods

Real-time cost variance analytics to immediately remediate labor and supply costs before expenses are incurred

Provider Management

Enterprise provider compensation philosophy and policy focused on volume and w/RVU management

Comprehensive provider insights w/referral patterns, keepage/leakage, attributed PMPM performance analytics

Visual Storytelling

Data heavy analytics with poor end-user engagement that limits accountability, risk mitigation, and information sharing

Visually rich insights: right information, right people, right time real-time and predictive insights

Operational Excellence

Retroactive budget view focused on point in time variable ratios and fixed results compared against history for validation

Real-time labor to drive returns and create nimbleness, in an always-learning rolling forecast

Forecasting and Planning

Extensive manual planning based on historical trend with assumptions driven by hospital-fed service line elements

Patient/service line-rich care delivery prediction; ML consistently anticipates cost structures based on algorithmic-ID'd relationships

Analytics maturity model

Where would your organization stand?

▼ Limits of retroactive analytics

Overall



1 Clinical Insights



2 Costing Refinement



3 Provider Management



4 Visual Storytelling



5 Operational Excellence



6 Forecasting and Planning



Here's what you need for your glidepath to success.



1

Dynamic
Leadership

A holistic leadership team balanced among three leader types:
Corporate
Hospital
Service Line

2

A Shared
Vision

A clearly articulated vision communicated and understood throughout the organization

3

Signs of
"Systemness"

Coordination throughout the organization

4

Incredible
Operators

Accountability toward achieving the shared vision

5

Ever-Innovating
Technology

The final piece for success is technology that drives real-time data and predictive analytics

Questions?
Answers.

David Janotha
David.janotha@epsi.io
Booth #P2



EPsi