

# HealthLinx Case Reports

Case Report #4258

## Transitional Leadership (TL5) Project: Director Perioperative Services

*Hospital moves to new facility with opportunity to grow volume, achieves \$6 Million Positive Financial Impact in seven months*

### Case Overview

**Facility Overview:** Part of a 16-hospital system. New facility with 90+ beds and plans for future growth

**Case Presentation:** Facility has 6 operating rooms with 8 cases a day. Potential to grow volume in an underutilized, poorly operated OR.

**Outcome:** Targeted deliverables achieved in 7 months

### Aim/Client Goals for Engagement

HealthLinx' aim was to provide an immediate leadership solution to a high risk area and achieve mutually agreed upon goals resulting in improved outcomes. In addition, we would provide a seamless handoff between the transitional leader and the identified permanent leader.

#### Client Project Goals

1. Acquisition of a permanent leader by the facility
2. Increase volumes and introduce new services
3. Decrease labor cost
4. Implement best practices

### Process

Following an initial conversation with the client organization, The HealthLinx Outcome Driven Deliverables Process was implemented as part of the Transitional Leadership (TL5) project.

HealthLinx always performs a diagnostic assessment, sets realistic expectations, and then uses its proven processes and best practices. Using this highly prescriptive process, all levels of the organization were engaged to develop and then execute the transformational plan

### Changes Hardwired

1. Effective Block Scheduling implemented
2. Improved turn over times
3. Expanded services to include bariatric, pediatric and spine cases

### Measurable Outcomes

	Baseline*	Outcome	Financial Impact
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*Quantified Financial Impact from Key Deliverables*

Billable minutes	21,990/mo.	30,094/mo.	\$6,647,813
Labor cost	\$10,495/mo.	3,300/mo.	\$50,550
Turnover time	47 min.	32 min	

*Other Measurable Impact from Key Initiatives*

Expanded services

*\*Baseline – Rolling 12 months preceding HealthLinx Engagement*