

Community hospital achieves **\$800,000 Positive Financial Impact in 120 days**

Background

Facility Overview: Magnet facility, tertiary care hospital with 350+ beds

Case Presentation: Expanding department with a 7-month vacancy in need of a Case Management Director with proven experience in staff development, productivity, inter-departmental collaboration and EPIC implementation

Outcome: Targeted deliverables achieved in 4 months

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.

Aim/Purpose

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. The client and HealthLinX team agreed upon the following deliverables:

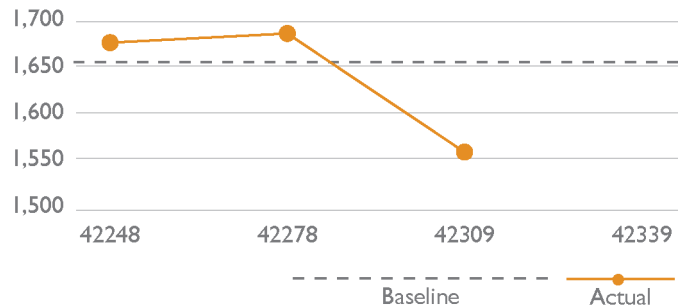
1. Acquisition of a Permanent Leader by the facility
2. Decrease Length of Stay
3. Decrease avoidable days

Outcomes

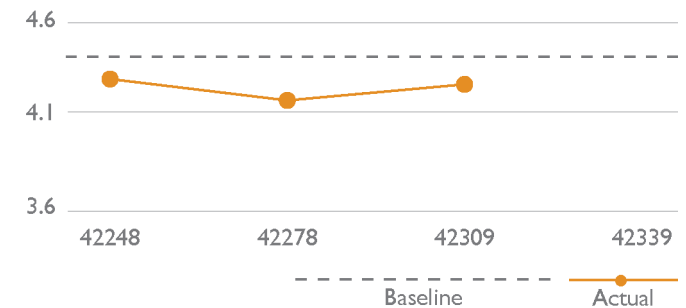
Our Project Management Executives & Transitional Leaders have years of experience in moving key metrics. With the help of our Data Analytics team, we are able to dollarize those metrics, and provide a positive financial impact.

Goals Achieved: EPIC conversion initiated; Shared Governance support and participation; Deployed new staffing model for department expansion; Implemented ED Case Manager model; Provided gap assessment with action plan for hand-off to Permanent Leader

Volume: Total Inpatient Cases



Average Length of Stay



Snapshot of Metrics

	Baseline*	Sep	Oct	Nov	Engagement to Date	Annualized Financial Impact
Average LOS	4.44	4.31	4.13	4.29	4.24	
Financial Impact LOS		\$139,142	\$332,791	\$148,663	\$620,597	\$2,482,387
Avoidable Days	203	121	75	104	300	
Financial Impact: Avoidable Days		\$73,930	\$45,961	\$62,031	\$181,922	\$727,688

*Baseline reflects data preceding HealthLinX engagement