

INSIGHTS® Enterprise Edition Option: Service-line Reporting

Accurately analyze and evaluate the profitability of products, physicians, and lines of service

The operation of every hospital and healthcare facility in the world today relies on an immense volume of clinical, financial, administrative, and demographic information. For those in charge of these enterprises, success depends in no small measure on their ability to capture, organize, extract, analyze, and use this data to provide the best patient care

Clinical, financial, administrative, and demographic data are integrated into a single, accessible decision-support tool with advanced, easy-to-use analytics already built in.

and return a profit at the same time. Their challenge is finding a clinical reporting system that transforms and optimizes all this data into actionable knowledge—a system that supports management's need to measure both the costs and the value of the services they provide.

INSIGHTS® Enterprise Edition Service-line Reporting (Enterprise SLR) is a truly enterprise-level information management solution. It fully supports financial and clinical encounter analysis, as well as resource utilization scrutiny, for product lines, DRGs (drug-

related groups), ICD-9s (International Classification for Diseases—version 9), payers/contracts, physicians, market demographics, and many other data dimensions. It also provides deep, drill down access to patient case-mix information by day of stay and charge code detail.

Enterprise SLR helps hospitals, health systems, and related organizations of all sizes make sense—and productive use—of this tremendous volume of information. It affords management the ability to quantify and correlate

resource utilization with outcomes as well as financial implications. It enables decision-makers to combine information in new ways and gain new knowledge. Then, it empowers them to use this knowledge to devise effective, efficient, and economically sound new management strategies that yield both appropriate financial returns and optimum patient care.

- View and analyze data at several levels
- Effectively deploy clinical intelligence and analytics to support planning, reporting, and strategy

INSIGHTS® Enterprise Edition Service-line Reports

- Profitability Analysis
- Resource Consumption Profiles
- Physician Peer Analysis
- Product/Service Line Analysis
- Severity Analysis
- Payer Mix Analysis
- Trending Analysis
- Multi-Entity Environment
- Statistical Analysis

- Identify ways to attain higher performance gains in care delivery processes
- Increase resource utilization and optimize the contribution margin
- Uncover cost reduction and revenue improvement opportunities
- Facilitate management of government regulations and health plan management
- Evaluate new projects using relevant, performance-based data
- Make more accurate, evidence-based decisions

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Customized for each enterprise—

Every enterprise—be it a research hospital, critical care facility, community hospital, or other healthcare institution—has its own unique information resources and needs based on its mission and business model. As a result, Enterprise SLR is custom-built to each organization's requirements, data complexity, legacy systems, and level of detail desired. The end-product is a one-of-a-kind, clinical reporting and decision support tool that allows each facility to more accurately correlate product offerings, lines-of-service decisions, and resource allocation with the quality and efficacy of patient care and related financial implications.

Designed to simplify data mining and analysis—

Using a creative graphical user interface (GUI), Enterprise SLR's intuitive Web-based

dashboard automates the packaging and presentation of information. This makes it easier to create and publish internal reports to administrators charged with formulating major policies and strategic plans for future activities. As a result, analysts can spend their time analyzing information, instead of running and re-running reports and downloading to spreadsheets.

INSIGHTS® Enterprise SLR delivers highly organized views of hospital information that are designed for ultimate ease of use and convenience.

Built to support a wide range of users and applications—

Highly secure and built to provide user-appropriate access, INSIGHTS Enterprise Edition Service-line Reporting allows the flexibility to share data with others in the organization.

Boasting the power of Microsoft's ASP.NET Framework, it is 100 percent browser-based and supported by sophisticated SQL Server, business intelligence-based, data models. Its wizard-type environment guides users through each step of the process, making setup and ongoing maintenance simple for even the novice. With just a click of the mouse, users can easily navigate through

tabular or graphical analytical views of hospital financial and clinical information. In addition, users can filter and qualify the analysis on the fly, without leaving the primary dashboard screen.



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INSIGHTS® Enterprise Edition Option: Long-range Financial Planning

Plan more accurately while strategically aligning finances with long-term business goals

For every healthcare organization—from the largest multi-hospital health system to the smallest community medical center—the need to make better, more fully informed strategic financial decisions has never been greater. Today's dynamic healthcare environment requires flexible planning development and the ability to make fast, easy, accurate revisions as the business climate changes and competitive conditions rapidly shift.

INSIGHTS® Enterprise FP is a strategic financial planning tool that empowers hospitals and healthcare facilities to improve outcomes today and optimize opportunities for tomorrow.

At the same time, it also requires high-level strategy and a long-range view that sets enterprise-wide direction for both operational and capital goals well beyond just the current fiscal year.

When it comes to financial planning, however, one-size does not fit all. While the pressure to continuously improve financial performance is universal, each enterprise must be

able to assess, analyze, and adapt based on its own unique operational realities, competitive conditions, and forward-looking development plans. INSIGHTS® Enterprise Edition Long-range Financial Planning (Enterprise FP) meets the comprehensive financial and capital planning needs of hospitals, health systems, and related organizations of all sizes.

Customized for function and level of detail—Every iteration of Enterprise FP is custom-built to the organization's requirements and the exact level of detail desired. The end result is a one-of-a-kind financial planning tool.

- Better evaluate and quantify risk
- Quickly view plan-to-budget-to-actual comparisons
- Assess the impact of individual project decisions
- Focus appropriate resources to achieve goals
- Understand the effect of changing numbers on your plans

- Revise plans quickly by adjusting budgets
- Control finances, contain costs, and prevent fiscal surprises

Enterprise FP offers tight integration with INSIGHTS "what if" planning, budgeting, reporting and monitoring tools and incorporates Forecast Income Statement, Balance Sheet, and Cash Flow Statements. Financial plans developed in Enterprise FP include the capital structure of the organization, both budgeted and actual capital, projections of future net revenue, and projections of future labor costs.

Planning periods from 12 months to 20 years

—Users have the option to create a brand new plan for the number of periods or years projected—from a single year up to 20 years—or to copy and modify an already existing plan with just a single click. A one-year plan is designed to be used to forecast financial statements for only the current budget year. Once they create their plan, users can easily return to any form to enhance the plan, add projects, change assumptions, or increase the number of financial planning years.

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In addition, planners can build multiple financial planning projects at any level of detail desired and then combine or group both detailed and high-level projects in any combination. A project is a separate, measurable development, task or undertaking within the financial plan such as a new revenue-producing department based on new procedures done at a hospital. INSIGHTS' unique Project Linker connects projects to underlying

assumptions, measures, debt, capital, payor mix/collection rate, etc. Turning a project on allows those assumptions and measures to be utilized in the financial plan. Turning off a project stops the assumptions and measures from calculating. Departments and/or accounts that were not previously part of the starting period can be added at any time. Any account at any level of the responsibility tree can be set to zero, as well.



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INSIGHTS® Enterprise Edition Option: Cost Accounting

More accurately assign and assess costs and create a data-driven foundation for critical decisions

For hospital and healthcare executives, few challenges loom as large as the challenge of fully understanding and efficiently managing the costs associated with every facet of the enterprise.

INSIGHTS® Enterprise CA dramatically simplifies the development and maintenance of costing information, streamlining what can be a complicated process.

Operational budgets, negotiated managed care contracts, labor agreements, resource allocations, and any associated profitability estimates that have been determined without a thorough analysis of the costs associated with delivering patient services are likely to be little more than educated guesses.

What is needed is an accessible and accurate cost accounting system that offers enterprise leaders the clear understanding, as well as the data, they need to determine relative hospital costs down to the individual patient level and improve the quality of financial decisions along with the quality of care.

As a critical hospital management information system, INSIGHTS® Enterprise Edition Cost Accounting (Enterprise CA) provides cost data for full integration with large volumes of patient-level clinical, resource utilization, and financial information into a single database, in order to present a more accurate representation of the financial dynamics of the entire enterprise.

It combines advanced functionality with easy, step by step processes for measuring and evaluating cost of treatments. Enterprise CA supports:

- Development of overhead allocation process
- Identification of revenue offsets and expense reclassifications
- Definition of an unlimited number of user-defined cost components classified as Fixed/Variable and Direct/Indirect
- Establishment of user-defined statistical basis for each overhead area

- Creation of the procedure cost allocation process
- Cost methodologies based on RCC (ratio of cost to charge), RVU (relative value unit) cost standards, and/or a combination of methods by cost component
- Allocation methodologies based on traditional, direct and invoice-based costing
- Detailed verification of each step of the costing process with detailed on-line audit reports
- General ledger reconciliation
- Procedure cost exports to any patient reporting system that will receive an import

INSIGHTS® seasoned cost accounting professionals offer turn-key cost accounting services—including assessment, implementation, and maintenance outsourcing.

Simplifies an otherwise complicated process—Using a creative graphical user interface (GUI), Enterprise CA's intuitive and accessible web-based design offers a process-based approach which defines each step in establishing the cost allocation processes utilized in the development of procedure-level cost. Automatically

INSIGHTS® Enterprise Edition Option: Cost Accounting

generated on-line audit reports allow for step by step reconciliation of the costing process. The wizard-type environment guides users through each step of the process, making setup and ongoing costing maintenance simple for even the novice.

Uses state-of-the-art technology—

Enterprise CA features a complete web-based design. Boasting the power of Microsoft's ASP.NET Framework, it is 100 percent browser-based and supported by sophisticated SQL Server data model.



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INSIGHTS® Enterprise Edition Option: Business Intelligence and Dashboards

Access the business data needed to develop, clarify, set, and communicate strategic goals and link them to actual performance

Modern healthcare managers and executives need more than just access to the enormous volume of information every enterprise generates. They need a way to quickly grasp how the organization is performing, mindfully measure performance against key business indicators, and effectively share that information with everyone in a position to affect outcomes. As a result, they find tremendous value in being able to view, report, and communicate timely, visually clear snapshots of strategic financial and operational data.

By making business intelligence accessible to everyone, INSIGHTS enables individuals—and the entire hospital—to be more effective, proactive, and productive.

INSIGHTS Business Intelligence/Dashboards (INSIGHTS EBI) offers hospital leaders the easy access to understandable, actionable data they need to be more responsive and strategic, make good decisions, and do their best work. Healthcare organizations can use its powerful reporting, drill-down, and analysis features just as they are to present up-to-date information in a clear, concise manner that encourages interaction and meaningful results. Or, they can

quickly create secure and easy-to-use custom designed dashboards and balanced scorecards that meet the unique business intelligence needs of specific departments or business units—a distinct advantage of INSIGHTS EBI.

Define and measure performance across the organization—With INSIGHTS EBI, executives get a comprehensive, at-a-glance snapshot of how the organization is doing with regard to key business metrics. It provides a graphic report card of business performance across the enterprise and quickly conveys the organization's progress toward strategic goals. Using tables, graphics, gauges, dials and other graphical indicators, it helps enterprises measure and manage performance

against carefully selected key metrics at the organizational, departmental, or individual level, and emphasize accountability for achieving those goals.

Data can be displayed in real-time on interactive, user-defined executive dashboards—with the ability to drill-down to detail on a variety of performance metrics that influence management decisions. INSIGHTS EBI scorecards benchmark performance

Seamless integration with legacy systems

One reason hospitals and healthcare facilities choose INSIGHTS EBI is that it works seamlessly with legacy systems currently in use, including:

- *Microsoft Office*
- *Meditech*
- *Lawson*
- *Microsoft Dynamics*
- *Siemens*
- *ADP*
- *Kronos*
- *and many more*

Everyone can find the right business information—regardless of who created it, what format it's in, or where it lives—and make better, data driven, and strategic business decisions.

compared to similar healthcare facilities, as well as trend and track how divisions and departments are performing against internal goals for everything from financial stewardship to patient service and satisfaction.

Gauge results against the metrics that matter most—For analytic purposes, INSIGHTS EBI's unique custom scorecard capability allows each organization to report and

INSIGHTS® Enterprise Edition Option: Business Intelligence and Dashboards

display the performance indicators identified as most critical and important by its leadership. Performance indicators are customizable by department or at any organizational level. Any measure, statistic, data, or ratio can be displayed versus internal benchmarks or third-party industry benchmarks such as Morgan Keegan or S&P industry data. In addition to providing a verbal score (Excellent, Good, Satisfactory, Unsatisfactory), INSIGHTS EBI's proprietary scorecard system is the only one that also assigns numeric values to a hospital's performance based on national benchmarks and trending data.

When key metrics are matched to specific strategies and then shared, tracked, and discussed, individual business units can see at a glance how their performance affects the performance of the organization as a whole. Managers can be more

Secure business intelligence

INSIGHTS EBI relies on a unique User Name and Password. INSIGHTS' role-driven security delivers user credentialing that is controlled by the organization and limits user data access to only specific information appropriate to the user's job function and responsibility areas with the organization.

collaborative and quickly act on information to address specific needs, and hospital leaders can ensure the organization's every action is in line with its strategy.

Get the right performance data to the right people at the right time—With a full set of features, a familiar user experience, and a single console for administration and

management, INSIGHTS EBI delivers all the key information decision-makers need to perform root cause analyses, examine core data, and positively influence performance on a daily basis.

INSIGHTS EBI delivers pervasive information in a way that is familiar so users intuitively know how to get the data they need and feel comfortable slicing and dicing data. Information is delivered via shared websites and published and shared in robust ways beyond just the traditional tabular format. In addition, the entire team can access and analyze the same data and rest assured that everyone has the right information. Decision-makers can access real-time changes to tactical information, identify whether or not performance is on target, and immediately delve into causes and effects and respond proactively to improve results.



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