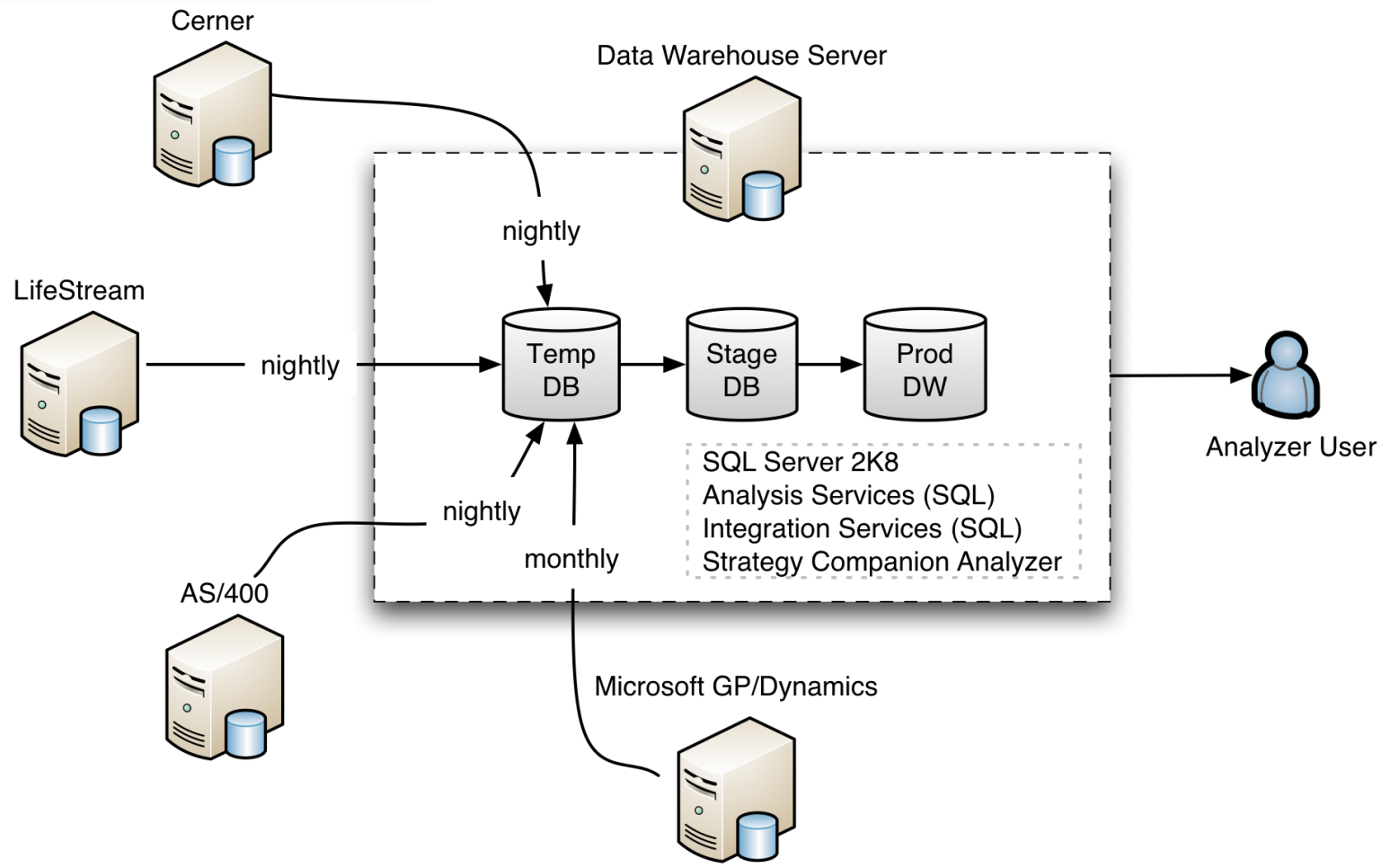


Data Warehouse 101: Using Fact-Based Decision-Making to Improve Patient and Financial Outcomes

*A Webinar by
Datalytics® LLC*

What Is a Data Warehouse?



What Is a Data Warehouse?

- Typically includes a *Business Intelligence* solution
 - makes it simple for users to analyze your data quickly and get actionable information and answers to specific questions.
 - facilitates sharing and publishing.

What Is a Data Warehouse?

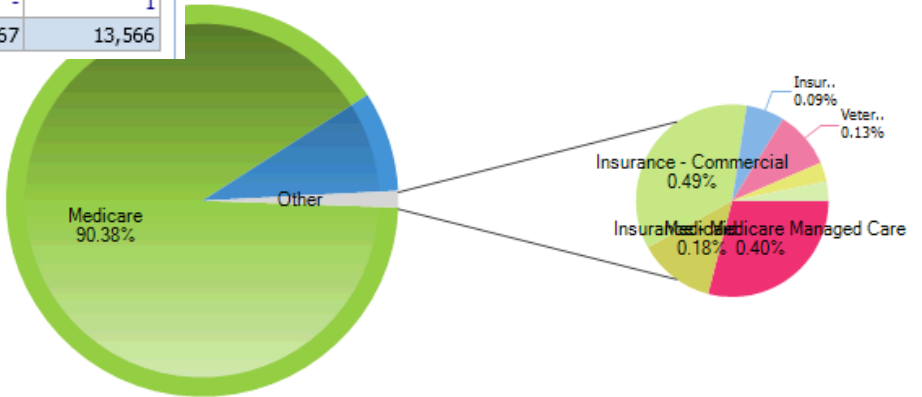
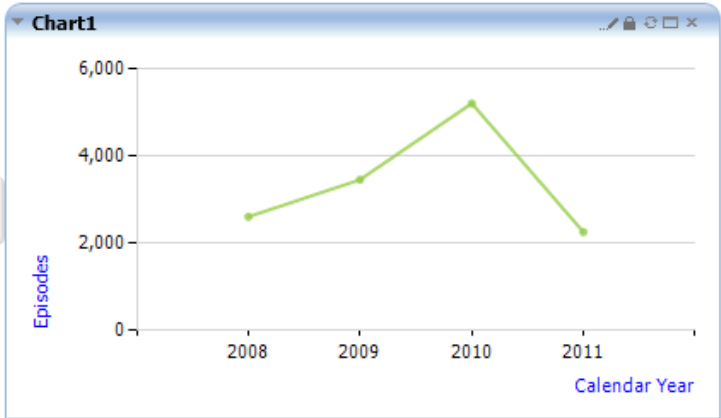
- “Cubes” are regularly pre-compiled stores of data, providing near-instant reporting performance.
- Provides authentication/authorization for sharing and distributing data views.
- Users can easily build and modify their own data views, running clickable, on-screen reports typically in seconds.

What Is a Data Warehouse?

PivotTable1

Drop a Filter Condition Here

Episodes	Calendar Year				Grand Total
	2008	2009	2010	2011	
Payor Category	Episodes	Episodes	Episodes	Episodes	Episodes
Medicare	2,302	2,978	4,655	2,049	11,984
Insurance - Com PPS MCR Mgd	250	409	489	187	1,335
Insurance - Medicare Managed Care	23	23	16	9	71
Medicaid	21	17	15	4	57
Insurance - Commercial	6	21	18	11	56
Insurance - Medicaid Managed Care	7	10	9	2	28
Veteran's Administration	4	1	5	3	13
Insurance - No Fault	2	5	4	1	12
Insurance - Worker's Compensation	-	1	2	1	4
Charity Care	1	-	2	-	3
Medicaid LT	-	2	-	-	2
Self Pay	1	-	-	-	1
Grand Total	2,617	3,467	5,215	2,267	13,566



Why Should I Care?

- Helps squeeze incremental efficiencies out of your operations
- Provides actionable information that can improve operational decision-making
- Great for executive dashboards and daily “at-a-glance” operational/financial reporting

Why Should I Care?

- Provides a secure reporting platform for your entire organization, “push” and/or “pull”
- Can provide analytical evidence to refute auditor claims against your agency
- Can model future changes in case mix, payments, or demographics and predict future revenues and profit

What Does it Look Like?

- Demonstration

Cases: What Can it Do For Me?

- Several clients have compared telemonitor to non-telemonitor patients to determine the effectiveness of telemonitor care in reducing re-hospitalizations and improving other outcomes.
- One client linked payroll and accounting databases with patient care database to determine actual episodic costs for each episode in near real-time.

Cases: What Can it Do For Me?

- Provide executives, investors, bankers with secure online access to selected financial reports
- Establish Key Performance Indicators and monitor periodically with simple red/green/yellow indicators; drill down to analyze alerts

Cases: What Can it Do For Me?

- Standardize reports from subsidiary organizations - compare apples to apples.
- One client found that general muscle weakness was its top diagnosis. As a result, the organization completed an agency-wide training to improve clinician specificity on patient diagnoses. *Outcome:* a more accurate average diagnosis, more accurate (and greater) acuity as reflected in HHRG scores, and thus increased revenue.

Do I Really Need One
(How Do I Know it Will Help
Me)?

How to Know

- Do you wish that your financial accounting system and your patient care application could “talk to each other” so that you could see the true costs of patient episodes?
- Have you encountered difficulty determining the difference between two branches with similar operational metrics, but one is losing money and one is profitable?

Best Practices

- Run analyses before and after change, to document results of actions taken
- Automate report sharing & distribution for ease of use
- Combine with other efficiency / productivity enhancements
 - Optimized scheduling / route mapping
 - Electronic forms storage and processing

Q & A

- Questions?
- Follow up:
 - Email me matt@DatalyticsLLC.com or service@DatalyticsLLC.com to request a Data Warehouse Demo. We'll schedule a confidential meeting to provide a more detailed tour of the product and discuss your organization's specific needs.
 - Web: www.DatalyticsLLC.com

