# Actionable Strategies for Optimizing Efficiencies and Profitability in OR

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## Disclaimer

Vladimir Radivojevic does not receive any payments, benefits, nor has any financial interest in HealthNautica

# Lecture Objectives

1. Genesis for the presentation today

2. Identify the primary reasons for the problems faced

3. Look at the industry metrics and KPIs for measurement

4. Explore actionable strategies and a path based upon experience for success

# Surgeries are the life blood for Hospitals

## **Revenue Distribution**



### Fax forms and Phone calls - Inefficient, cumbersome, error-prone

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Revised - 10-5-11	Surgeon
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Patient's Last Name: Patient's First Name:	ion procedure
	Number:
SS# of Patient: Date of Birth: 2-16-1960 Insurance Name: Public Aid Check Patient Type LI Outpatient Local (No Anesthesia) Day Surgery X Early A	Check one: DMale Maranale dmit
PACS (Specify month/year) CT UNRI CAT: X-Ray Tech: Yes X-Ray Tech: Yes Yes No	
Special Equipment Needed:	radius flates 3
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Bardware removed, debrudement non union Bare graft with trocortical and Bmp Con Jutra of cultures 1 Histopathology cell count and	differential SE
Allergies: Right Radius non-union	
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Other       Guidelines to be administered         Blood: (specify number of units as applicable):       IN o antibiotic prophylaxis         Type/Screen       Type/Cross PRBC	after acisin Samo
Autologous Units Designated Donor Units     Platelet Packs Cell Saver Ortho Pat	
OB Offices: Type/RH for missed abortion  OB Offices: Apply SCDs Apply thigh-high	TEDs
Additional Physician Orders:	
Date of Request: 9 123111 Of a function of the second sec	11 2:15 PM
Confirmed by: Scheduler/Date Scheduled on: Date / Scheduler Reviewed: PST	RN/Date
Hospital RE-SURGERY ORDERS/SCHEDULING FORM Surgery Scheduling Office Phone #. Surgery Scheduling Fax #	Please

## **Revenue Cycle**

No enforcement of CMS Compliance at the earliest point

No enforcement of Commercial Payer Compliance at the earliest point

No enforcement of Hospital Business Rules at the earliest point

### No Coordination of Care



## **Problems Facing Hospitals in Surgical Services**

Lack of robust Patient Engagement

Lack of Technology for Staff

Lack of user friendly tools for Physicians

# **OR Key Performance Indicators**

SURGICAL KPIs	Goal
OR Utilization	> 75%
24-Hour Cancellation Rate	< 2%
Contribution Margin per OR Hour	> \$2,000
First Case On-Time Starts	> 90%
Case Volume Increase	> 5%

# **Revenue Cycle Key Performance Indicators**









## **Revenue Cycle**

Compliance Eliminates Case Denials

**Compliance Eliminates Case Payment Reductions** 

- CMS Inpatient List and Level of Care compliance
- CMS Prior Authorization Rules
- CMS RAC audit compliance
- CMS Medical Necessity
- CMS First Assist Rules

- Automatic and Timely Prior Authorization Initiation
- Automatic Verification of Insurance Eligibility
- UHC rules related to ASC vs. Hospital
- Detect and handle
   Out-of-Network payers

# Patient Engagement

From pre-operative onset Through post-operative discharge To improve a patient's experience, safety and quality of care.

### 🖬 🚥 📲 🗄 📶 82% 🗎 11:17 AM Ξ C +13146288422 Tuesday, October 31, 2017 $(\mathbf{G})$ Save time and make your visit to Best Practices Hospital simple by using our **Online Surgical Registration** to complete your information. **Online Surgical Registration** through computer only is now available at https://www .bph.com/register-for-surgery 7:00 AM $\odot$ Enter message

Schedule Appointmen	it
Best Practices Hospital	
Testing Location	
4440 W 95th St. Oak Lawn, IL 60453	
Select Appointment Date and Time	2
< Jul 2020	>
THURSDAY JULY 16, 2020 3 Available	•
FRIDAY JULY 17, 2020 1 Available	•
MONDAY JULY 20, 2020 11 Available	•
TUESDAY JULY 21, 2020 12 Available	•
WEDNESDAY JULY 22, 2020	•

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### Schedule Appointment **Best Practices Hospital** Testing Location 4440 W 95th St. Oak Lawn, IL 60453 Select Appointment Date and Time Jul 2020 > < THURSDAY JULY 30, 2020 23 Available 0 8:00 AM 0 8:15 AM 0 8:30 AM 8:45 AM 0





You have procedure on 06/19/2020 with BRATIS, CHRISTINA 3m 🖬

#### Please click https://dev.healthnautica.com/x/pr\_s .asp?p=25 0 1CCE6E68-48C3-4094 -A3BC-D9787A9050A4 1 06/19/2020 to acknowledge 3m 🖬

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for

## Dear Patient, This is an appointment reminder from

your upcoming procedure. Please confirm your appointment below.

Procedure Date

06/19/2020

Physician Name BRATIS, CHRISTINA



Yes. I am confirming my appointment.

No. I need to cancel my appointment.

If you have any questions or need to change your original response above, please call us at . Thank you.

SUBMIT

BEST MEDICAL CENTER Arrival time 7:30 am on Jul 25, 2020 at 4440 W. 95TH ST. OAK LAWN. Please click link below to acknowledge this text Now **B** 

#### Visit

https://www.healthnautica.com/x/PO .asp?p=39\_CF81312F-E294-447F -9E84-1F153B4A5670 to review Pre-Operative Instructions



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ww.healthnautica.com/e



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Pre-Operative Instructions

### Instructions for Day Surgery & Early Admit Cases - Surgical Care Pavilion

You can **park in Lot A**. You will be entering the hospital on the ground floor. Please check in at the first floor main lobby desk. One family member/support person can accompany you during the admit process. Once the patient is ready for surgery, the family will be escorted to the surgical family reception area.

Note:

- · Both parents allowed with your child.
- Complimentary valet parking is available after 7:30 am.

### All Adults and Children over 8 years old:

 Nothing to eat or drink after midnight. This includes no gum or hard candy. However, if your arrival time is after
 12:00 pm or later you may have clear

Enter Patient Status for Family Update	
Patient: Al , J. Physician: SCHAFER, DAVID	DOB: DOS: 10/8/2020 12:00:00 PM
Family Cell Phone 224 Status	Select Patient taken to surgery. Surgery started. Patient is doing Patient is doing well.
Text Message	
	Send Cancel

PATIENT TAKEN TO SURGERY AT 7;35 - Oct 8 2020 7:37AM, SURGERY IS IN PROGRESS. PATIENT IS DOING WELL. - Oct 8 2020 8:28AM, SURGERY IS STILL IN PROGRESS. PATIENT IS DOING WELL. -Oct 8 2020 9:14AM, SURGERY IS COMPLETE - Oct 8 2020 9:37AM, Texted To:224



Thank you for choosing Best Practices Hospital. If there is anything we could have done to improve your experience, please call us at <u>847-299-2273</u>. Thank you Now **G** 

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#### Dear Patient,

Thank you for choosing	Hospital for your surgery on 5/28/2020 by Dr. Hospital and Dr. RAHUL GOKHALE are members of the American Colle	
Improvement Program (ACS	NSQIP). Your health and feedback are important to us. Please answer the qu	uestions below:
Within 30 days after your so provider?*	urgery, were you examined by your surgeon/team or other healthcare	○ Yes   No
After your surgery did you Emergency Room? *	experience any health problems, need to be hospitalized, or go to an	⊖ Yes   No
Within 30 days after your s	urgery did you have another operation?*	○ Yes  ● No
Within 30 days after your s	urgery did you have any problems with your incision(s)?*	⊖ Yes   No
Within 30 days after your s	urgery did you have any problems with your lungs?*	⊖ Yes   No
Within 30 days after your s	urgery did you have any problems with your heart?*	○ Yes   No
Within 30 days after your s	urgery did you have any bladder or kidney problems?*	○ Yes   No
Within 30 days after your s	urgery did you have any infections?*	⊖ Yes   No
Within 30 days after your s	urgery did you have a blood clot in your legs or lungs?*	○ Yes   No
Is there anything else you v	would like to tell us about your health or surgical experience?*	● Yes ○ No

We appreciate you taking time to respond to our request. If you would like to speak with us about your response to the above questions, we can be reached at 630-

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# **Customizable Patient Consent**

**AMITA** HEALTH° SAINTS MARY AND ELIZABETH MEDICAL CENTER CHICAGO

TEST, PRM\_RG / 01/01/1985

### CONSENT FOR SURGERY, ANESTHESIA AND OTHER MEDICAL PROCEDURES

- 1. I consent to the performance upon PRM\_RG TEST the following surgery/procedure or other medical treatment: TOTAL KNEE REPLACEMENT OF THE LEFT KNEE
- I understand that this surgery/procedure or other medical treatment is to be performed by: Dr(s). CHRISTINA BRATIS, and such assistants and associates as may be selected by him/her and by AMITA Health Saints Mary and Elizabeth Medical Center.
- 3. I understand that all practitioners who perform a surgery/procedure on me or provide treatment to me are INDEPENDENT PRACTITIONERS and not employees or agents of AMIT A Health Saints Mary and Elizabeth Medical Center, except for those practitioners who clearly and explicitly identify themselves as facility employees by wearing an identification badge with the facility name. I understand that each practitioner is solely and exclusively responsible for the exercise of his/her own medical judgement. Patient or legal representative's signature:
- 4. 4. I understand that during the course of the surgery/procedure or treatment, the medical practitioner named in paragraph two (2) or his/her associates may consider it necessary or advisable to perform procedures or to render treatment in addition to that named in paragraph 1 because of conditions which may not be foreseeable. I therefore consent to the performance of such additional surgery/procedures or treatments as are deemed necessary or advisable by the practitioner or his/her associates.
- 5. The following has been explained to me. The nature and purpose of the surgery, treatment or procedure and the reasonable: (1) alternatives to the proposed surgery, treatment, or procedure; (2) likelihood of achieving the care, treatment and service goals; (3) anticipated potential benefits. relevant and material risks, or side effects. including relevant potential problems related to recuperation; (4) relevant material risks, benefits, and side effects related to alternatives, including the possible results of not receiving the surgery, treatment, or procedure.
- 6. I consent to the administration of such anesthetics as may be considered necessary or advisable by the person authorized to administer anesthesia. (Cross out if no anesthesia to be used. If anesthetics are to be used, affirmation of anesthesiology practitioner is required.)
- 7. I consent for tissues or parts of my body removed at surgery, body fluids, x-ray films, and other materials, as well as medical information concerning me to be used in research studies, in publication of research results, and in teaching. I understand that every effort will be made to protect my identity.
- 8. I consent to the disposal by authorities or agents of AMITA Health Saints Mary and Elizabeth Medical Center of any tissues or body parts which may be removed unless I specify otherwise.
- 9. In connection with medical services received, I consent to any photographs. video recordings, and images ordered by my physician and/or per facility protocol to be used for documentation, medical research and medical education. I waive any and all rights of ownership in such photographs. video recordings and images. I understand that every effort will be made to protect my identity.
- 10. If the medical practitioner deems it necessary, I also authorize, permit and consent to the presence of any sales representatives or vendors in the procedure, for technical support only. I understand that the sales representatives or vendor will NOT physically participate in the procedure, but will be present only in an advisory capacity for the responsible practitioner. (*Cross out if not applicable and initial* \_\_\_\_\_\_.)
- For the purpose of advancing medical education, I consent to the admittance of observers to the room in which the procedure(s)/treatment(s) is performed.



# **Tracking Patient and Case Readiness**

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Readiness Type I	ndicator	Existing Readiness Data	Readiness Status	Comments
Insurance Eligibility	0		Select Cannot Verify Not Verified	0
Pre-Certification	0		Self Pay Verified and Active Verified but not Active	0
Pre-Op Testing	0		Select Not Required Required - Complete	0
H&P	0		Required - Day of Surgery Required - Incomplete	0
Clearances	0		Select Not Required Required - Complete	0
Vendor Rep	0		Required - Incomplete	0
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Readiness Type I	ndicator	Existing Readiness Data	Readiness S	Status Comments
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Pre-Certification	0		Select Approved Denied	
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Vendor Rep	0		Select Not Applicable Not Notified Notified	
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# HIPAA Compliant Mobile App

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• 08:	00 am	PATI	ENT 3	(47 M	I)	
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List

Month

Today

KeyWhite:Not yet startedBlack:In progressGreen:ReadyRed:Not ready

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Fri Jan 11 2019		
PATIENT 4 DOB: 1/1/1973 HAR: 19973709		
Surgeon Dr. BRUCE DILL		
Location ORTHO SURGERY CENTER		
Description PHACOEMULSIFICATION CA		н
Readiness Status		
Insurance Eligibility		
Pre-Certification		
Pre-Op Testing		
• H&P		
O Clearances		

O Vendor Rep

# Interfacing with Hospital EMRs

- HL7
- FIHR
- X12
- Data exchange using JSON or XML formats

All the data can be exchanged over a Secure Business-to-Business (B2B) Virtual Private Network (VPN)



"IMPLEMENTING THESE CHANGES WON'T BE EASY. WE'RE PRETTY SET IN DOING THINGS THE WRONG WAY."