

Provider Business Intelligence Accelerator

*The tools and knowledge to improve
Healthcare Provider decision-making*

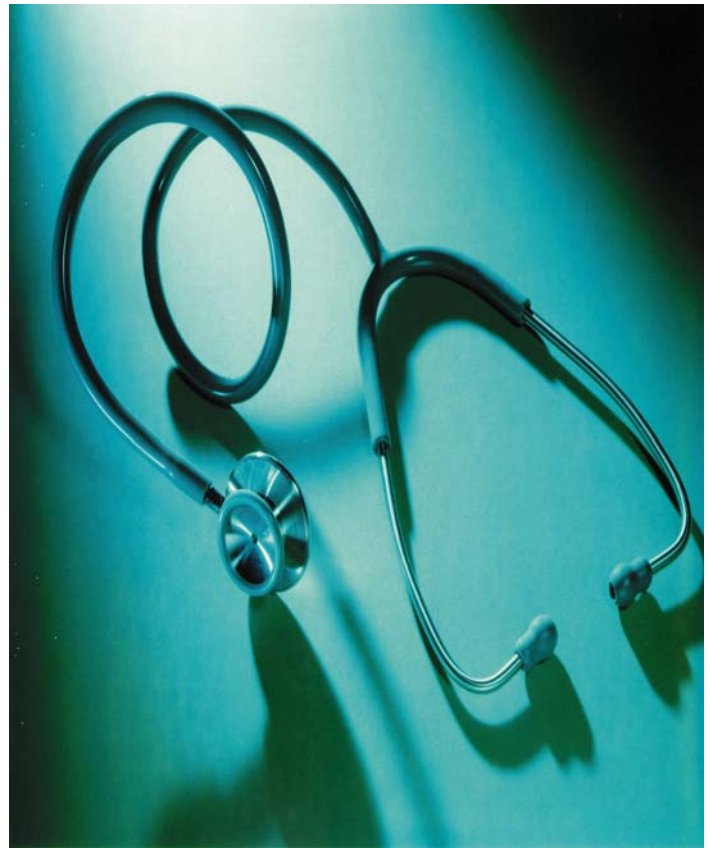
Do you understand and manage
cost/volume relationships?

Are you able to effectively plan
for changing business conditions?

How do you organize and analyze
reports from multiple systems?

Do you rely on disjointed packaged
technology solutions?

Are your systems integrated to
provide consistent data?



Expected Benefits

Business Intelligence provides Healthcare Providers with a wide range of benefits.

- Enhancement of data integrity.
- Improved management of revenue cycle processes.
- More efficient allocation of scarce resources.
- Integration of clinical and financial data.
- Provides on-demand access to information.
- Improved information distribution and security.
- Support for financial modeling.

Business Intelligence (BI) systems provide organizations with the tools to improve performance through the integration of business and operational data. Across industries, business analytics have been applied to improve performance management and the ability to anticipate and plan for changing business conditions. Historically, Healthcare Providers have been behind the curve in adopting business intelligence methodologies.

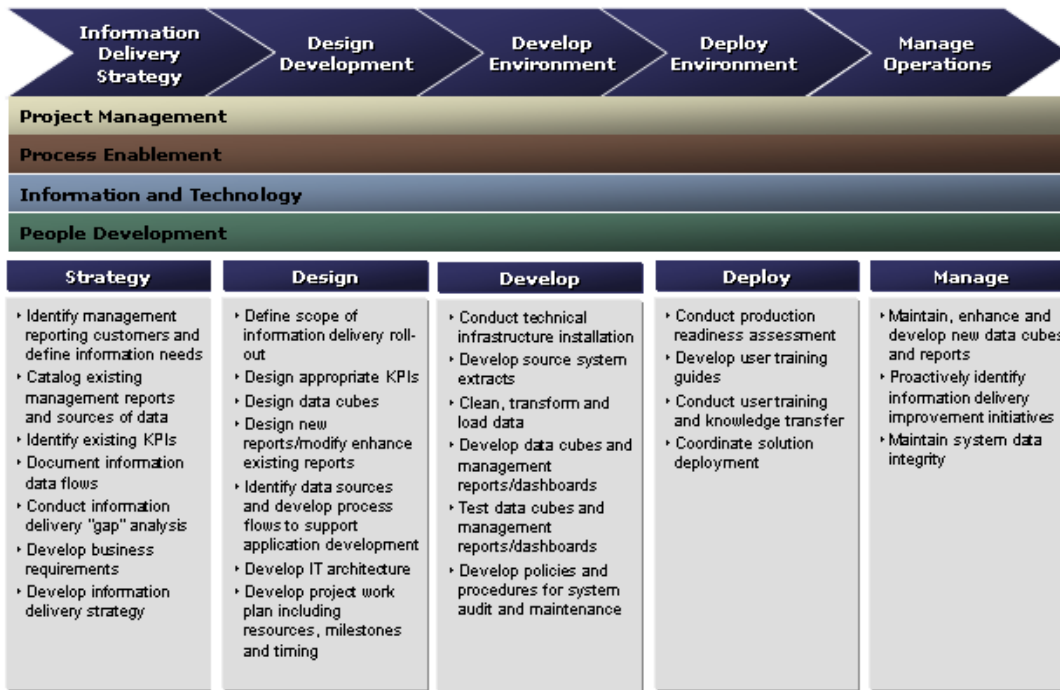
Healthcare Providers currently rely on multiple management and reporting systems, predominantly pre-packaged technology solutions from different vendors. These disjointed systems are not integrated and present multiple representations of patients, encounters, products and service lines. There is a need for improved quality and integration to support a single source of decision making and performance measurement.

Healthcare Providers have evolved into complex and unmanageable organizations. Our Accelerator offers Business Intelligence to Healthcare Providers, enabling providers to make better strategic decisions to overcome barriers to success.

Our View of Business Intelligence

Deloitte Consulting LLP views Business Intelligence as the intersection of the business strategy, the data behind it, and the technology that delivers it. Deloitte Consulting has deep knowledge and experience designing, developing, deploying and managing Business Intelligence projects across industries. For Healthcare Providers, Deloitte Consulting's approach to Business Intelligence is aligned key performance indicators for four service areas: Revenue Cycle, Decision Support, Clinical Information and Supply Chain.

Our Approach



Deloitte Consulting Approach

The Deloitte Consulting approach to Business Intelligence involves proven strategies based on successful implementations. Our approach begins by developing an Information Delivery Strategy, which involves identifying management reporting customers, business requirements and a delivery timeline. Next, the system is designed by identifying data sources and defining scope. During system development, data cubes are built and tested. Finally, the Business Intelligence system is deployed, users are trained and the system is managed.

Performance Indicators

As a single solution to Key Performance Information Delivery,

our Provider Business Intelligence Accelerator makes managing the business easier for the end users and provides a single view of all important information. Our Accelerator is aligned around four service areas:

Revenue Cycle. Revenue management involves key metrics used to analyze hospital revenue efficiencies. Suggested metrics include percent of high A/R days, percent of bad debt recovered, percent of late charges and percent of A/R unbilled.

Decision Support. Decision Support offers insight into reimbursement disparities, expected and actual costs. Tracking costs can help gain improvements in clinical, financial and quality outcomes.

Clinical Information. We have a good representation of clinical

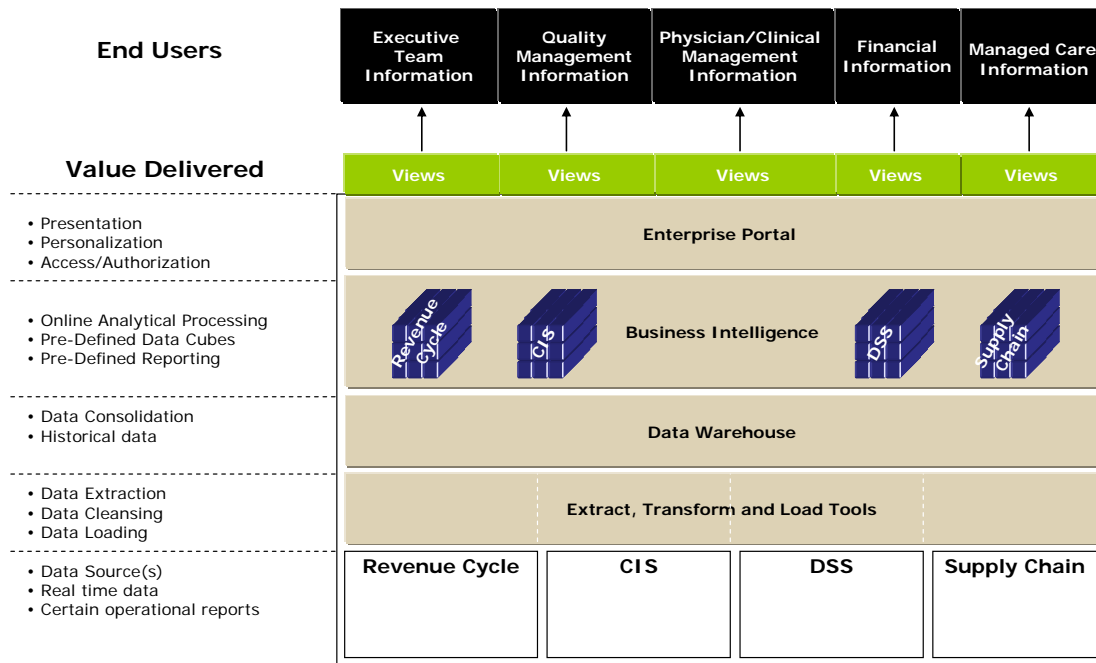
quality indicators which can be tied to financial metrics. Sample Clinical Information indicators include clinical utilization by physician, specialty, and department.

Supply Chain. Supply costs should be managed and tracked. Vendor supplies can be tracked and analyzed against patient days, department, and as percent of NPSR.

The Accelerator

Our approach brings Business Intelligence solutions to the Healthcare Provider industry. Deloitte Consulting has combined healthcare provider knowledge, strategy experience and technology skills to build an information management solution for hospitals, integrated delivery networks, and academic medical organizations.

Business Intelligence Conceptual Architecture



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For more information about our national practice, please call (800)-877-1298, send an email to healthcare@deloitte.com or visit our website at www.deloitte.com/us/healthcare.

*Together, we can lead the next generation
of life sciences and health care.*

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