How do health systems improve the quality of patient care while lowering costs?

To succeed, healthcare leaders must understand the performance of their organization and use information to empower decision-making throughout the enterprise.

Allscripts EPSi delivers, multifaceted financial, clinical and operational knowledge for informed analysis and continuous performance improvement.
Beyond Decision Support

U.S. hospitals and health systems are operating in an unprecedented period of financial stress. To succeed, healthcare leaders must understand the performance of their organization and use information to empower decision-making throughout the enterprise. Good decisions demand panoramic vantage—a clear, comprehensive and inclusive view of actual performance. Such perspective demands up-to-the-minute, multifaceted financial, clinical and operational knowledge for informed analysis and continuous performance improvement.

Allscripts EPSi is the leading suite of integrated solutions providing both the tools and knowledge to attain superior outcomes. EPSi’s holistic approach includes capital management, operational budgeting, strategic planning, cost accounting, labor productivity and decision support modules. Each component contributes to faster identification of fundamental business issues and helps avoid costly missteps. Together, the suite provides enterprise-wide perspective proven by customer success and awarded for industry-leading innovation.

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Allen Weiss
MD, CEO & President
NCH Healthcare System

“Using the EPSi system has given us the ability to change data to information and, subsequently, have the knowledge to make decisions which improve our ability to serve our patients and community.”

Allen Weiss
MD, CEO & President
NCH Healthcare System
Integrated Performance Management

Despite massive investments in enterprise systems, many health systems and hospitals still struggle to make informed business decisions. Too often, systems are nonintegrated and disjointed with multiple representations of patients, encounters, products and service lines. EPSi overcomes this through a consolidated database solution that delivers a single view of performance for executives, managers and analysts.

- **Strategic Product Budgeting** takes healthcare budgeting to the next level by using patient-level data to drive forecasting and modeling. It integrates product line analysis with long-range planning and links the strategic planning assumptions in a very tangible way to the operating budget.

- **Budget Manager** assimilates payroll, non-salary and capital budgeting into a single, integrated system, dramatically improving the efficiency and accuracy of financial planning.

- **Capital Budget Manager** creates an efficient and accurate capital budgeting process. Designed to ease the pain of capital budgeting, Capital Budget Manager’s flexible workflow allows you to build a custom evaluation process by which to score and rank capital requests.

- **Cost Manager** is an enterprise-wide distributed costing process that automates monthly costing, reconciliation and reporting. It provides accurate, up-to-date procedure costing information, eliminating the need for manual data calculation and manipulation.

- **Product Line Analyst** links operational, financial and clinical data across the enterprise to support organizational quality, outcomes and financial initiatives. Product Line Analyst creates a balanced, inclusive data foundation that informs strategic business decisions, supports detailed business analysis and improves managed care contract negotiations.

- **Productivity Manager** helps healthcare organizations manage and measure the service they deliver and the efficiency of the labor resources that deliver it.

“By using EPSi to drill down by department, we uncovered decreasing profit margins in several inpatient and outpatient service lines and were able to better manage margins by restructuring and merging them into higher-margin-area modalities.”

Kathy Wingate  
Senior Manager, Budget and Financial Analysis  
Sarasota Memorial Health Care System
Integrated, Immediate, Insightful Analytics

Because decisions that affect health systems and providers are made at various points across the enterprise, data and access are key for informed decision-making. EPSi browser-based analytic and reporting solutions create and disseminate inclusive information to everyone who can make a difference, advancing enterprise best practices and leading to better financial and clinical outcomes.

- **Management Dashboard** combines key financial, operational and clinical data, graphics, external data and OLAP cubes into a single environment, then quickly makes it available enterprise-wide to improve performance, enhance decision-making and foster accountability at every level.

- **Reporting Manager** provides anytime online access to critical management information from anywhere in your organization. Its centralized data analytic strategy spans all EPSi Integrated Performance Management solutions to assimilate operational, financial and clinical data in a comprehensive presentation format. It allows you to track key performance indicators for faster, better decision-making.

**KEY FEATURES:**

- Consolidated reporting and analysis
- Enterprise-wide report distribution
- Flexible reporting capabilities
- Easy-to-use report designer
- Rapid, economical implementation

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Use online dashboards to track performance and explore of operational and finance variances

Intuitive drag-and-drop and dynamic editing of dashboard parts allows users to customize data and format to their needs

Define graph format, axes and content based upon decision support needs for your health system

Visually array data and drill-into data to understand the most important factors for executive decision making
Measurable, Repeatable Outcomes

Allscripts delivers more than just software. We work closely with our clients, incorporating a Speed to Value approach refined through hundreds of successful implementations. These proven methods begin with early identification of improvement opportunities and continue through end-user adoption, dissemination of best practices, ongoing measurement of success and goal refinement. Healthcare providers of diverse sizes, specialties and geographies invest in Allscripts solutions based on our clients’ consistent success improving their outcomes in care, cost and satisfaction.

CLIENT SUCCESS

MEMORIAL HERMANN HEALTHCARE SYSTEM

Memorial Hermann Healthcare System (MHHS) in Houston, TX realized that success in the current and future healthcare environment meant managing the business as well as the finances. To do that, the organization needed to view and correlate clinical, operational and financial data enterprise-wide using EPSi.

Focus Area | Outcomes
---|---
Improve Case-Rate Contribution Margins | • Examine & benchmark average implant costs
• Track pharmaceutical utilization by department
• Support system-wide Six Sigma efforts
• Prepare and successfully transition to MS-DRGs
• 5% increase in CMI with MS-DRG transition

Discover Recapture Opportunities | • Increase retention of inpatients within hospital network
• Identify & recover payment errors (actual vs. expected)
• $2 million recovered in payment errors

Reduce Labor Cost | • Daily tool for managers to match staffing with demand
• Achieve budgets and reduce use of premium pay
• $10-$15 million in annualized labor cost savings from improved productivity

“EPSi gives us the tools to make strategic decisions that are vital to our future. Our key decision makers can see accurate, detailed financial and operational data as well as key performance indicators to improve our business system-wide.”

Helen Powers
System Executive for Revenue Operations, Decision Support & Medicare Profitability
Memorial Hermann Healthcare System
About Allscripts

Allscripts provides innovative solutions that empower all stakeholders across the healthcare continuum to deliver world-class outcomes. The company’s Electronic Health Record, Computerized Physician Order Entry and other clinical, financial, connectivity and information solutions for hospitals, physicians and post acute organizations are the essential technologies that enable a Connected Community of Health.™

Want More Information?

To learn more about Allscripts, EPSi or other Allscripts solutions, contact your Allscripts representative, visit our website at www.allscripts.com or call us at 1.800.334.8534.