



Knowledge: Storytelling with data to drive evidence based decisions

Value Analysis Course

vizientTM

Learning objectives

By the end of this lesson, we will be able to:

- Point out the need to articulate a compelling story through data
- Identify and apply clinical literature and studies to make evidence based informed decision
- Measure success and sustain your Value Analysis Process
- Create a standard for reporting key metrics



Telling the story of value analysis through data is key to legitimizing your value analysis program

what's
your
story?

- Most value analysis programs are sponsored through finance (chief financial officer) or operations (chief operations officer)
- What data is important to them?



How do you tell your story?

Metrics may take many forms for a variety of stakeholders

Financial

- Cost impact
- Savings tracking
- Budgeting
- Procedure revenue



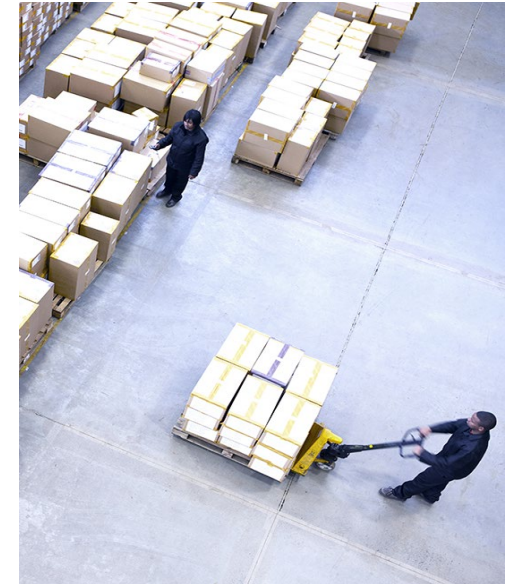
Clinical

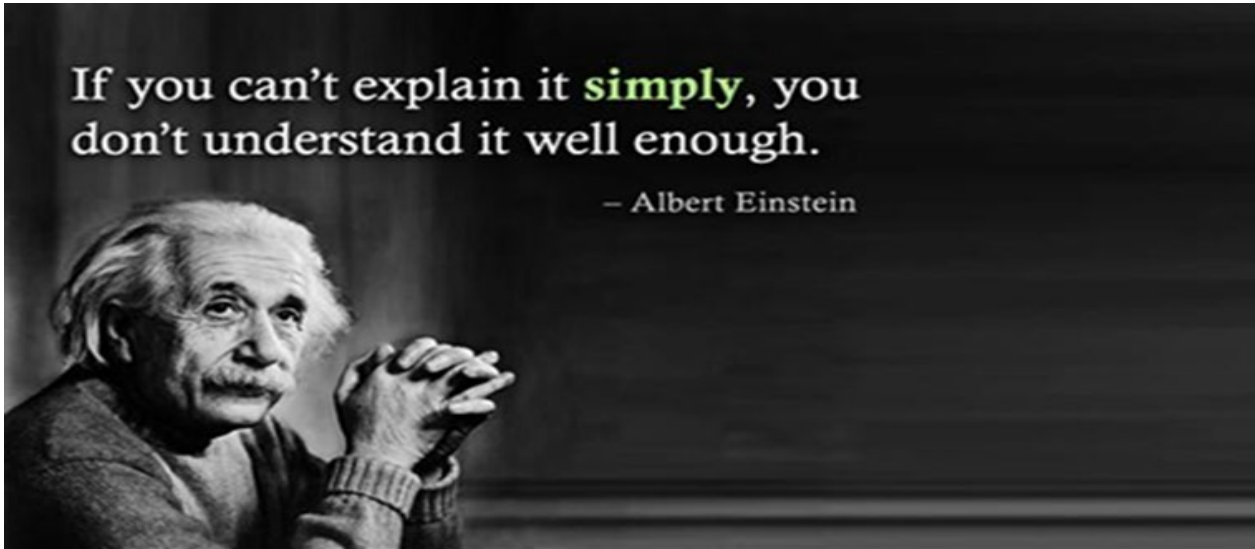
- Quality measures and HAC's
- Evaluations
- Criteria and Exceptions



Operational

- Work plan tracking
- Warehouse adds and deletes
- Patient throughput (LOS)

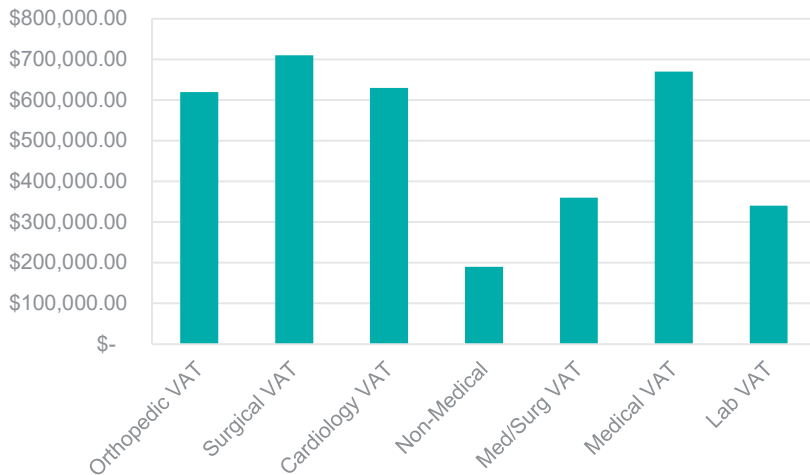




- Be concise, consistent and accurate
- Develop clear, accurate and simple reports to illustrate the point
- Adhere to timely delivery on the approved schedule

Presentation of data is critical to understanding of data

Spend by service line 2018

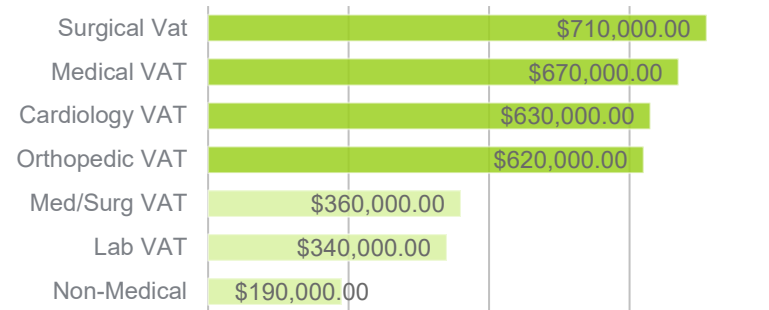


Think about the story you are trying to tell with the data and assure the illustration clearly conveys that story.

The data should **tell the story** in an easy-to-digest format that **clearly illustrates** the results.

We invest primarily in four areas. In 2018, **four service lines have spent more than \$600,000 each**, accounting for 75 percent of total spend.

Spend by service line



Help needed example

Example:

Dual source contract for mesh product.
Utilization is 100,000 annually

Product	Cost	Utilization
A	\$30	80%
B	\$70	20%

Current State:

If 100,000 items are used:

Product A – 80,000 used - \$2.4 million

Product B – 20,000 used - \$1.4 million

Total of \$3.8 million spend

Why is this important?

- Millions of dollars can be realized but missed
- Aligns to the affordability initiative for members

Shift Utilization Option 1

If 100,000 items are used:

Product A – 50,000 used - \$1.5 million

Product B – 50,000 used - \$3.5 million

Total of \$5 million spend


Shift Utilization Option 2

If 100,000 items are used:

Product A – 20,000 used - \$600,000

Product B – 80,000 used - \$5.6 million

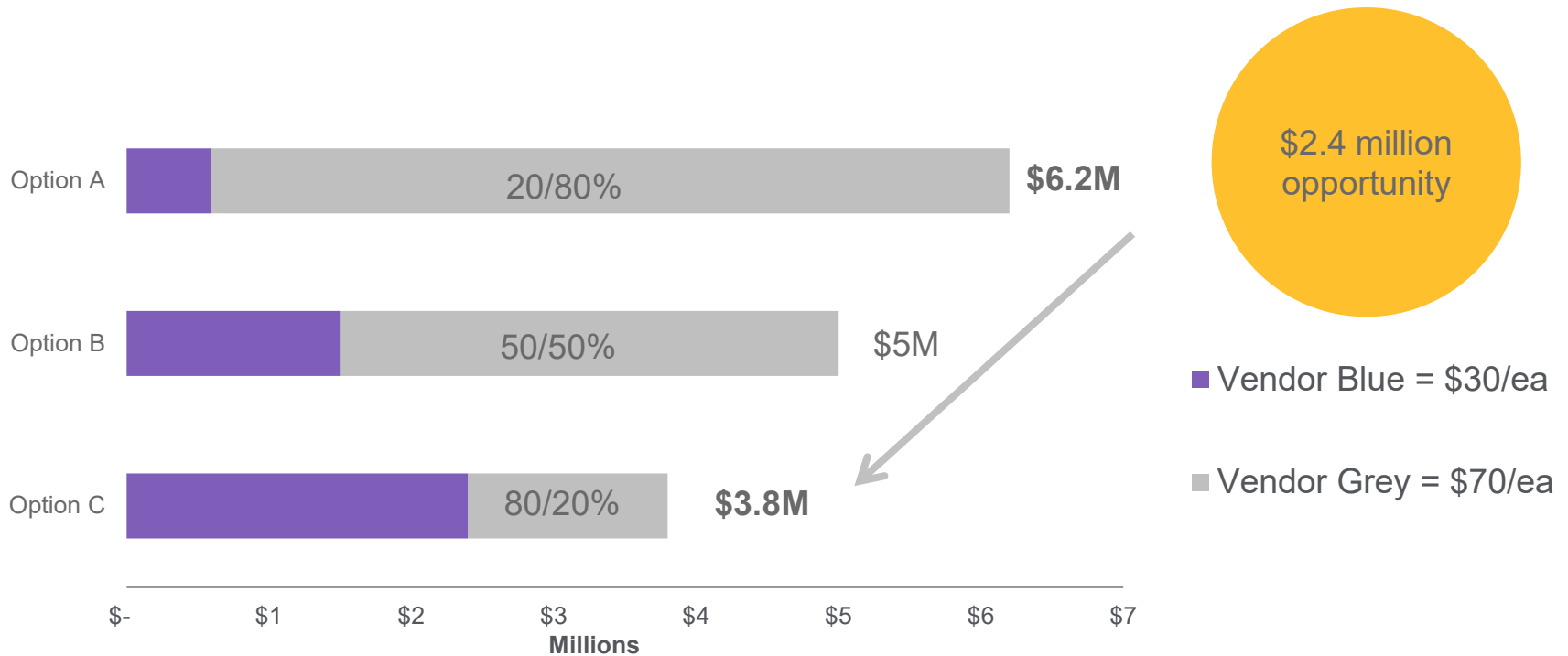
Total of \$6.2 million spend



Scenario
demonstrates
\$2.4 million
Delta.

Utilization management is the key to cost reduction and value to our members

Recently negotiated, dual source agreement with two vendors for similar product shows significant opportunity in **utilization management**



SBAR: Is a useful tool for presenting an opportunity

Mnemonic for a communication tool that can be used to describe an initiative:

S = Situation

A concise statement of the problem.

B = Background

Pertinent and brief information related to the situation.

A = Assessment

Analysis and consideration of options. (findings)

R = Recommendation

Action requested

Source: PICO University of Southern California

PICO: Helps everyone identify what the question is

Mnemonic used to describe four elements of a good clinical question:

P = Population/problem

How would I describe the problem or a similar group of patients?

I = Intervention

What main intervention, prognostic factor to exposure are we considering?

C = Comparison

Is there an alternative to compare with the intervention?

O = Outcome

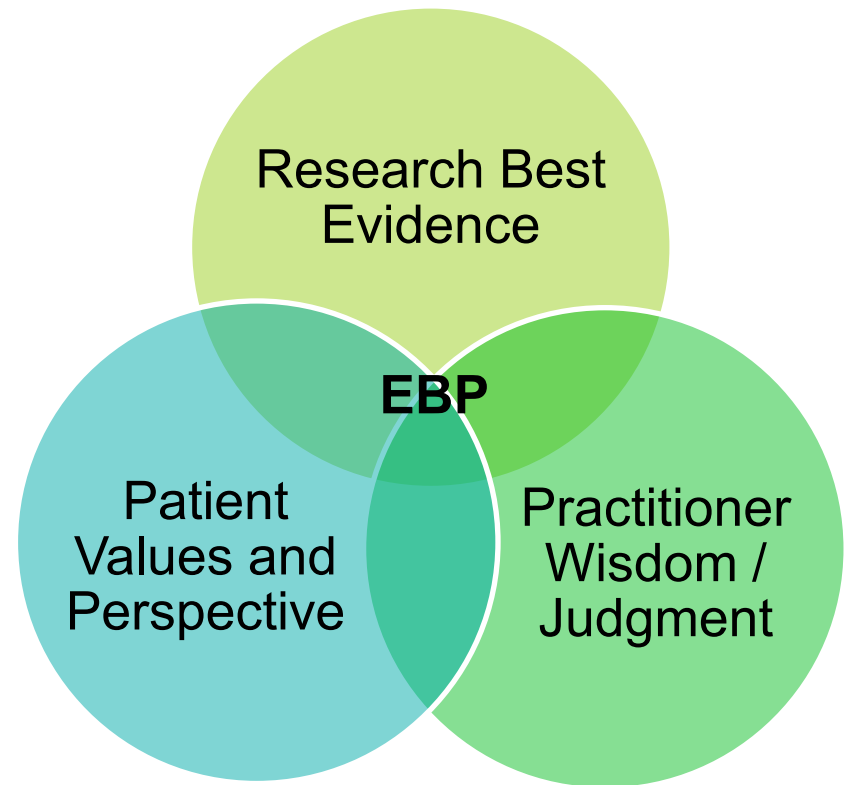
What do we hope to accomplish, measure, improve or affect?

White Board Activity – What would your PICO question be for the SEPS Kit?

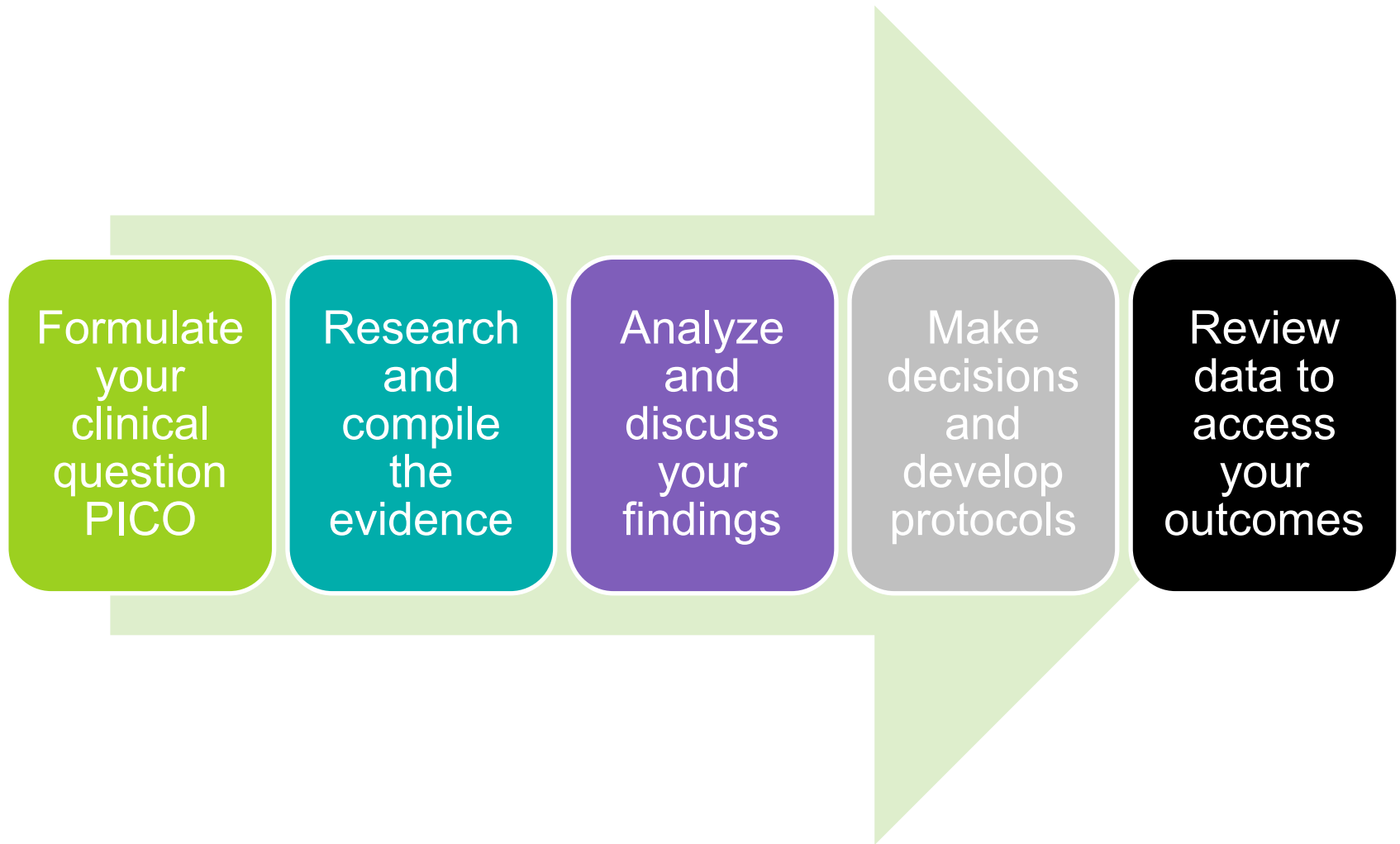


Use PICO to Drive Evidence Based Practice

- Support adoption of standard clinical protocols
- Consideration of patient cultural, social and economical needs
- Use patient's own data against published data
- Physician knowledge and experience



5 Steps of Evidence Based Practice



Where to find the research to drive practice changes and product acceptance

Purpose:

To assist in researching practices and products

vizient™

Resources

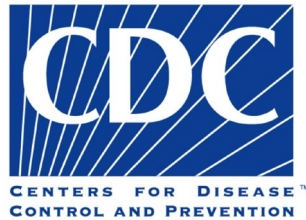
Where to find the research to drive practice changes and product acceptance

Acronym	Organization	Comments	URL
AACN	American Association of Critical-Care Nurses	Requires subscription/ membership	www.aacn.org
AHRQ	Agency for Healthcare Research and Quality	Has practice guidelines available at no cost	www.ahrq.gov
AORN	Association of perioperative Registered Nurses	Requires subscription/ membership	www.aorn.org
CDC	Centers for Disease Control and Prevention	Has practice guidelines available at no cost	www.cdc.gov
EBSCO	Elton Bryson Stephens Company	Research database, requires membership	www.ebsco.com
ENA	Emergency Nurses Association	Requires subscription/ membership	www.ena.org
INS	Infusion Nurses Society	Requires subscription/ membership	www.ins1.org
NIH	National Institute of Health		www.nih.gov
NPSG	National Patient Safety Goals	Has practice guidelines available at no cost	www.jointcommission.org/standards_information/npsgs.aspx
TJC	The Joint Commission	Has practice guidelines available at no cost	www.jointcommission.org
WHO	World Health Organization		www.who.int

© 2017 Vizient, Inc. All rights reserved Value Analysis Certificate Course 1

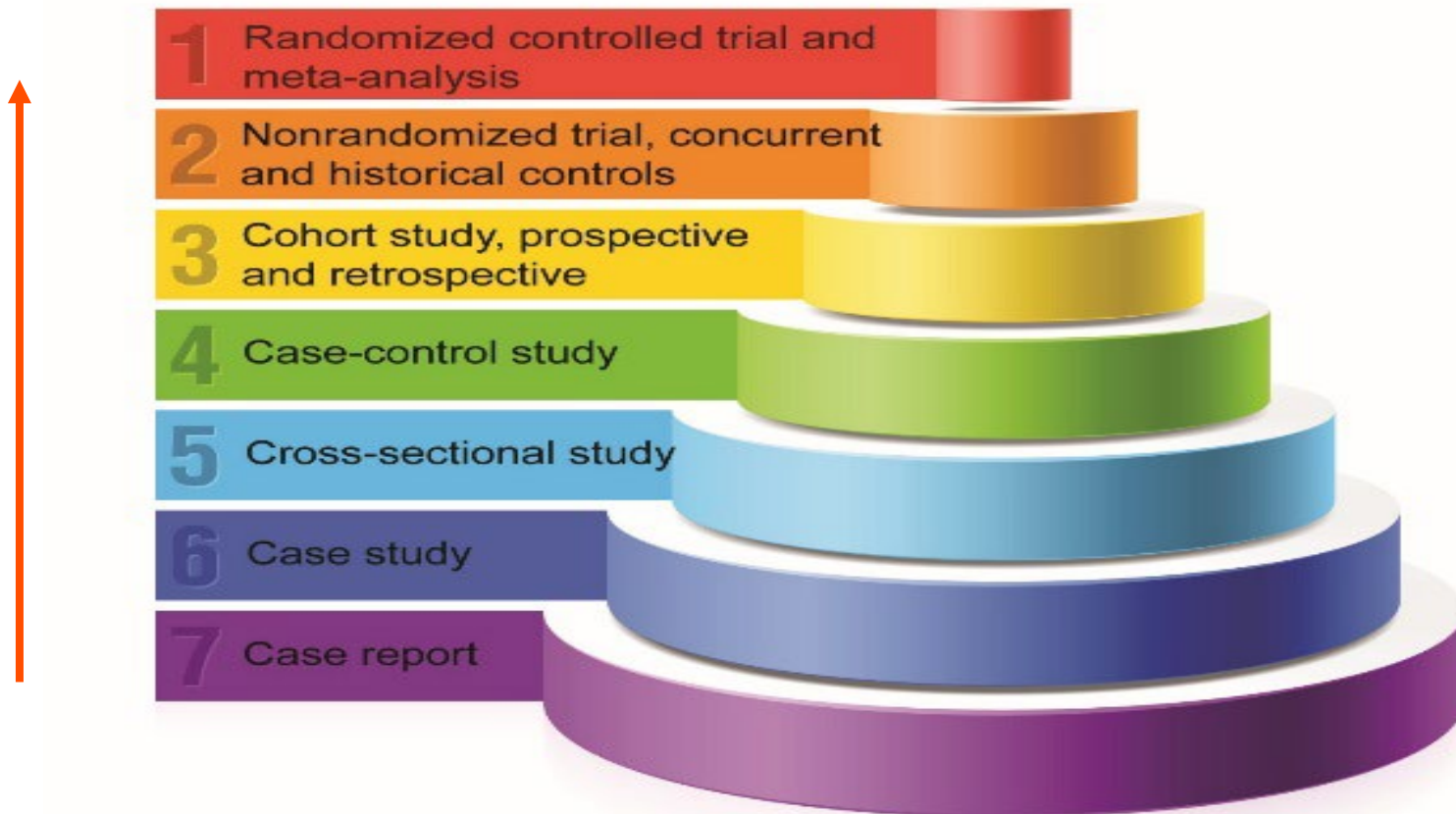
Refer to Workbook

Where to find the research to drive practice changes and product acceptance



Hierarchy of Evidence

Provides guidance about the types of research studies that are more likely to provide reliable answers to specific clinical questions



Questions



vizient™

This information is proprietary and highly confidential. Any unauthorized dissemination, distribution or copying is strictly prohibited. Any violation of this prohibition may be subject to penalties and recourse under the law. Copyright 2017 Vizient, Inc. All rights reserved.