

Positioning Statement

Current Market Description

The need for accurate and reliable operational benchmarks has never been greater. Healthcare executives must continue to manage operations more effectively, ensuring quality care while keeping costs under control. With constrained operating margins, access to timely external benchmarks may be even more critical to challenge or confirm budget assumptions and to allocate staff based on need.

ActionOI Overview

ActionOI®, our operational performance improvement solution, is the tool you need to evaluate your operational and financial performance in a realistic context: head-to-head with best-in-class organizations and facilities of similar size, payer mix, complexity, and patient population.

ActionOI Description

ActionOI is a Software-as-a-Service (SaaS) subscription based offering which captures financial and operational data from more than 700 healthcare organizations across the country. Participation in the program provides data from more than 250 departments representing over 90% of hospital operations and grants access to benchmark comparisons for Labor Productivity, Staffing composition, Revenue & Expenses, Workload Intensity and operational characteristics.

- Execute in-depth analyses to support budget projections and staffing requirements
- Achieve quantifiable ROI through performance improvement initiatives
- Merge qualitative and quantitative information for comparative benchmarking
- Target high-growth opportunities

Why ActionOI?

- ✓ Size and Performance of the database
 - Over 750 actively participating hospitals
 - Compare to similar hospitals/departments
- ✓ Actual and Normalized data/benchmarks
 - Provide a more level playing field for comparison
- ✓ Characteristic Questions
 - Promotes identification of differences for Performance Improvement efforts
- ✓ Quarterly and Annual data/benchmarks
- ✓ Data Sharing and the Advantage Community
- ✓ Focused Services to facilitate acceptance and achieve results
- ✓ Regionally based tactical and strategic support