

## Value Proposition – ActionOI

### Background/Need case

Healthcare executives face increased budget pressures and shrinking bottom lines, year after year. The skyrocketing cost of care is compounded by declining and inadequate reimbursement, delayed payments and denials, and dynamic payer-provider relationships. As a result, healthcare leaders must manage their revenue cycles and operations more effectively than ever. This culture of “doing more with less” requires a clear understanding of what’s working to optimize spending and keep staff and supply costs under control.

ActionOI offers customers the following value:

Value	Description
<b>Cost Reduction Benefits</b>	<p>In a recent study of ActionOI Clients</p> <ul style="list-style-type: none"> <li>• <b>229</b> of 449 hospitals showed decreased costs (46.5%) by an average of <b>5.36%</b></li> <li>• <b>27</b> of 50 health system corporate offices reduced expenses (54%) by an average of <b>6.08%</b></li> </ul>
<b>Benchmark Against Other Providers</b>	<ul style="list-style-type: none"> <li>• Data sharing enables clients to selectively and systematically choose peer organizations with which they will benchmark against</li> </ul>

### Benefits

1. Evaluate and monitor operational and financial performance against peers over time
2. Identify opportunities for improvement in expenses and labor utilization
3. Assists in setting achievable goals to support in-house improvement initiatives
4. Focus internal effort on closing productivity gaps that impact the bottom line
5. External labor productivity and cost benchmarks challenge and confirm your budget assumptions, giving a valuable source of perspective

6. Eliminate non-value added work and expense while providing high quality healthcare.
7. Provides the broadest and deepest operational and financial benchmarking capability in the industry.