

Transform Operating Room Performance with Predictive Analytics

OVERVIEW

Given that operating rooms often generate ~40%+ of hospital revenue, using OR time well and **“not leaving any block behind”** is imperative to maximizing patient access and revenues. However, most OR managers struggle to establish OR practices and policies that balance surgeon needs with utilization and revenue targets. Even a small utilization improvement – as little as 3-5% – can increase revenue by as much as \$1 million per OR per year.

PROBLEM

A lot of the inefficiencies in the way OR time is managed result from broken processes based on “bad mathematics” and anecdotal/manual ways of decision making:

- **Ineffective tools and processes to release and request time.**

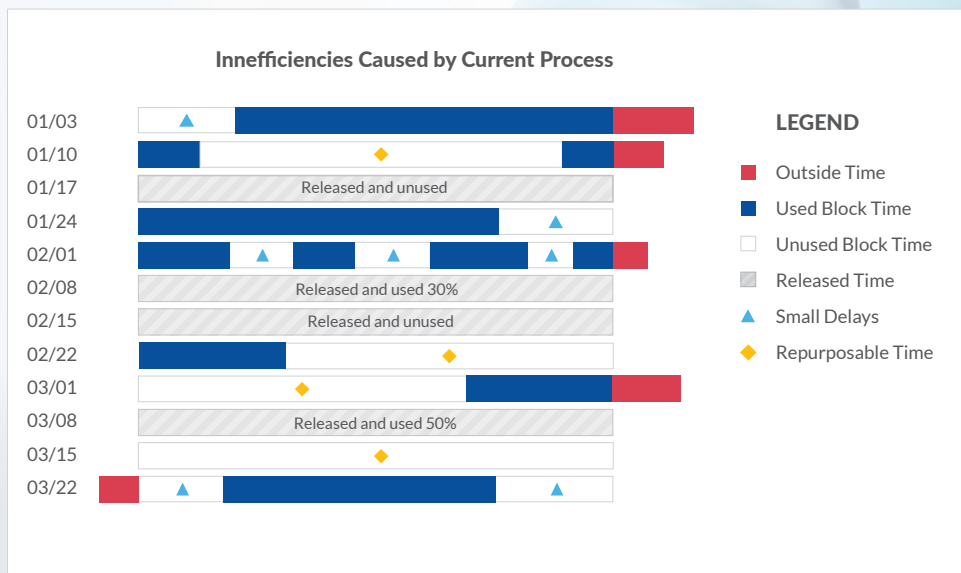
15-20% of allocated time often goes underutilized because of vacations, conferences, teaching obligations, or lack of volume. This time should be opened up sooner and made available transparently.

- **Outdated methods for right-sizing blocks**

Traditional metrics like “block utilization” are not just mathematically flawed, they also lead to the wrong conclusions - two block owners with the same utilization numbers can have a vastly different amount of “reusable time” that can be used to fit cases in.

- **Lack of engagement in reporting and metrics**

Despite hundreds of hours spent assembling multiple OR reports, there is often no single source of truth, the data is hard to access and often surgeons and administrators don’t engage with the data and metrics. Anecdotes and influence often prevail over objective data.

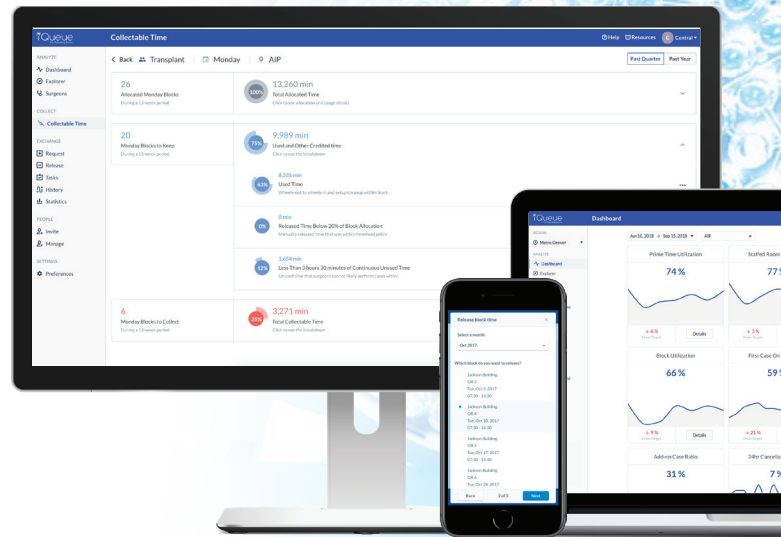


SOLUTION

iQueue for Operating Rooms is a lightweight, cloud-based solution that unlocks OR capacity so more cases can be performed in the same number of ORs without extending business hours.

iQueue consists of three modules – **Exchange**, **Collect**, and **Analyze** – which can be deployed individually or in any combination:

1. **Exchange** creates OR access for surgeons needing time through an OpenTable-like “marketplace for open time,” and encourages early release of open time. **Exchange** ensures that “no block is left behind.”
2. **Collect** right-sizes blocks in a fair, transparent, surgeon-centric, and actionable way using “collectable time” – unreleased and unutilized segments of OR time – to provide a more objective, transparent measure of OR utilization. **Collect** answers the question: “Who can we take time away from without impacting their existing case volume by day of week and location?”
3. **Analyze** improves surgeon engagement through credible performance metrics accessed via any mobile or desktop browser. **Analyze** provides a single, reliable source of truth and an easy-to-navigate way to access key perioperative metrics that support compliance, billing, and cost audits.



RESULTS

3 - 5 %+ higher prime time utilization (worth \$500K + OR per year)	Significantly increased access for surgeons looking for OR time
Higher patient satisfaction from getting their procedures done sooner	Planned, predicted days lead to more productive staff
Ability to delay opening new ORs	Data driven culture

