



Good Samaritan is part of a comprehensive, private not-for-profit medical system in Washington, with 225 beds and 2,300 staff.

Good Samaritan has acute care hospitals in Tacoma and Puyallup as well as a surgery center, cancer center, family medicine clinics, specialty care clinics.



PowerHealth Solutions » » Driving hospital efficiency

PowerHealth Solutions specialises in **business management, decision support** and **application integration** software and services for hospitals.

PowerHealth software provide a modern front-end to hospitals' MEDITECH data.



Iatric Systems specialise in helping hospitals leverage their MEDITECH investment by providing innovative software, interfaces, and NPR services specifically designed for the MEDITECH HCIS.

Iatric provides the live data link between MEDITECH and PowerHealth systems.

How many hospitals can truly say they use cost data to support strategic direction?

Good Samaritan Hospital in Puyallup, WA, can!

Good Sam recently implemented PowerHealth Solutions' performance management software, with Iatric Systems providing background links to the hospital's MEDITECH data.

The implementation allowed Good Sam to accurately align financial, utilization and cost information, effectively providing the hospital with a comprehensive picture of the organization's operations and its bottom line.

As part of the team that selected the PowerHealth/Iatric combined solution, Kimberly Lintott, VP of Finance at Good Sam, explained, "You can't run your hospital successfully and efficiently without knowing your costs so that they can be monitored and controlled."

The hospital began its paradigm shift by examining its orthopaedic service line. Using the system's embedded analytical functions, Good Samaritan looked at profitability and cost of care over time by:

- ▶ Payor
- ▶ Procedure
- ▶ Physician.

Early in their analysis, they realized that costs for certain supplies were inconsistent across both cases and physicians. They found that physicians had discrete supply preferences for particular items, but different vendors' prices varied widely.

By using thorough and consistent analytical reports, Good Samaritan was able to standardize prices from all vendors for these items. The result has been more predictable cost of high volume and high cost cases, and more consistent overall cost of care.

This type of in-depth analysis was previously unattainable using standard MEDITECH tools.

Dennis Keating, Senior Financial Analyst in Decision Support, shared his thoughts on the improvement.

"Performance analysis with cost accounting data aligned brings the general ledger and patient information into a single view of day-to-day operations. This brings both clinical and financial folks to the table to review activities, which improves the overall impact on business."

The success of the orthopaedic project resulted in Good Sam's decision to use the system to support other strategic initiatives as well. Key service areas' profitability over time will serve as a guide for senior management in planning the hospital's strategic operations.

Keating added, "We're going to be part of future planning at this hospital because of our ability to get to the information quickly and answer the challenging questions that come up as part of the strategic process.

"Iatric Systems and PowerHealth Solutions offer a way to combine the best of both worlds – the reality of our MEDITECH data and the ability to examine it from an analytical perspective."

Congratulations to Good Samaritan, Puyallup, WA!

