

Significant savings opportunities for USPI facilities

A case study by
Relatable Healthcare
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Quick Stats:

82%

The percentage of participating physicians that reduced their average cost per case.

-14%

The largest reduction in average cost per case across analyzed procedures by a participating facility.

+4%

The average cost per case increase across analyzed procedures by the Control facility.

\$288k

The largest extrapolated annual savings opportunity applying Relatable to all procedures.

Challenges:

The participating USPI facilities sought to reduce spending on shoulder arthroscopy devices, implants, and supplies. **How could software evaluate usage and pricing data to identify realistic savings opportunities? How can facilities drive continuous education of alternative implant and supply options - improving physician communication using objective data comparisons and understandable information?**

Software Solution:

The Relatable Healthcare Platform, including modules **Analytics Leading to Action (ALTA)**, **Product Data Catalog (PDC)**, **Guided Purchase Solution (GPS)**, and **Surgeon Dashboards**.

Insights:

- **Facility trends and comparisons** in average cost per case, number of implants and supplies used, and average cost of implants and supplies over the analyzed time period.
- **Surgeon trends and peer comparisons.**
- **National benchmarking** for implants and supplies.
- **Existing savings opportunities** and **optimal opportunity prioritization.**
- Consideration of **alternative products, existing product comparisons,** and **forecasting for individual surgeons.**

Results:

With Relatable, **82% of participating USPI physicians reduced their average cost per case. Participating facilities achieved a significant reduction in comparative case costs** in the analyzed procedures over the 12-month period vs the pre-Relatable time period (**294% average reduction**). **The control facility increased comparative case cost by 41%** over the same time period. In conclusion, Relatable **forecasts total savings opportunities, averaging \$219,000 per year**, for each facility applying its technology and insights to all procedures performed.



Learn more at
www.relatable.io