

A case study by
Relatable Healthcare
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Significant savings opportunities identified for USPI facilities using the Relatable Healthcare Platform

Goal:

Diagnose implantable medical device cost-savings opportunities concurrently across care facilities and by surgeon

Results:

20% cost-savings using alternative recommendations, 3% cost-savings recognized with price-variance analysis

Challenge

Traditional models of medical device purchasing are enveloped in opaque dealings relying on complex data that lack extensive peer review. Comparing products, pricing, performance, and clinical outcomes within one manufacturer's product line is possible, but is extremely spreadsheet heavy, error prone, and requires many labor hours. Comparing like-products between different manufacturers is a nearly insurmountable task. Relatable Healthcare would like to change that.

Solution

Relatable Healthcare offers business intelligence software solutions for ambulatory surgery center (ASC) management companies, independent ASCs and hospitals, and all involved in the use and purchase of medical devices. Relatable standardizes and centralizes data while automating analytics and reporting. The Relatable Healthcare Platform consists of three parts - PDC, ALTA, GPS - all of which were employed in this study.

Results

Relatable evaluated over 3,000 total alternative purchase decisions, including related device options. 64% of the decisions recommended a like-product for a lower price. Once implemented, this particular USPI market could realize a 20% cost-savings yearly for the implantable devices analyzed. Relatable also quantified savings potential within USPI manufacturers through price-variance savings at 3%. In addition, Relatable provided output suggesting which individual Regional Vice Presidents, facilities, surgeons, and particular device manufacturers have the most potential for cost savings – providing a guide for USPI to begin optimizing internal processes.