



Healthcare Integration Project at MedCentral

An integrated vision and implementation helped north central Ohio's largest healthcare system boost its bottom line and improve patient care.

Answers for life.

SIEMENS

Accelerated Access to Patient Information

For north central Ohio's largest healthcare system, a healthcare integration project shortened length of stay and boosted ROI.

MedCentral Health System, a US nonprofit organization comprised of two general, acute-care hospitals in central Ohio, was seeking to improve productivity and patient care, while reducing costs throughout its system.

Vision

In late 2004, MedCentral launched a healthcare integration project, ExpertCare, which aimed to:

- Improve patient satisfaction, improve the bottom line, and reduce costs.
- Improve patient workflow across the care continuum by integrating Laboratory, Radiology, Pharmacy, Anatomic Pathology, and Nursing.
- Accelerate the availability of patient information to clinicians by integrating IT solutions.

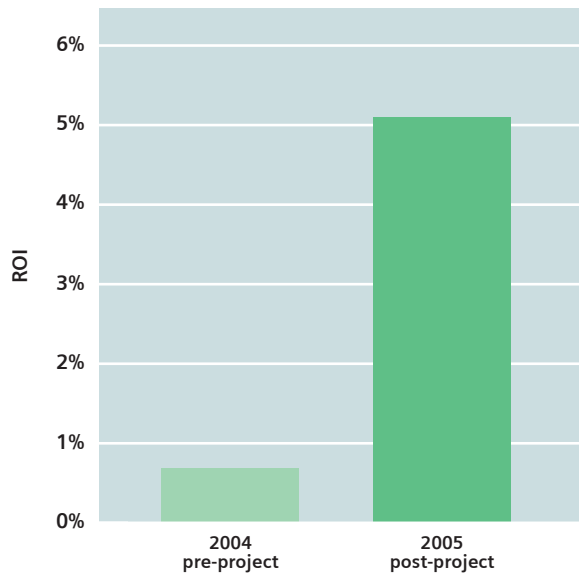
MedCentral was inspired by the success it had in reducing turnaround time for laboratory results by automating with an ADVIA WorkCell® analyzer and ADVIA Centralink® Networking Solution, and adding Siemens Healthcare imaging solutions to its Radiology department.

Implementation

MedCentral partnered with Siemens to implement a healthcare integration project. It selected Soarian®, a healthcare information system suite from Siemens, as the project's backbone. Dr. Michael Patterson, Chief Clinical Officer at MedCentral, says, "We shared the same vision on an integrated healthcare approach." Fred Crowgey, IT Project Office Director at MedCentral, adds, "Siemens integrated perspective became a better solution than choosing systems a la carte."

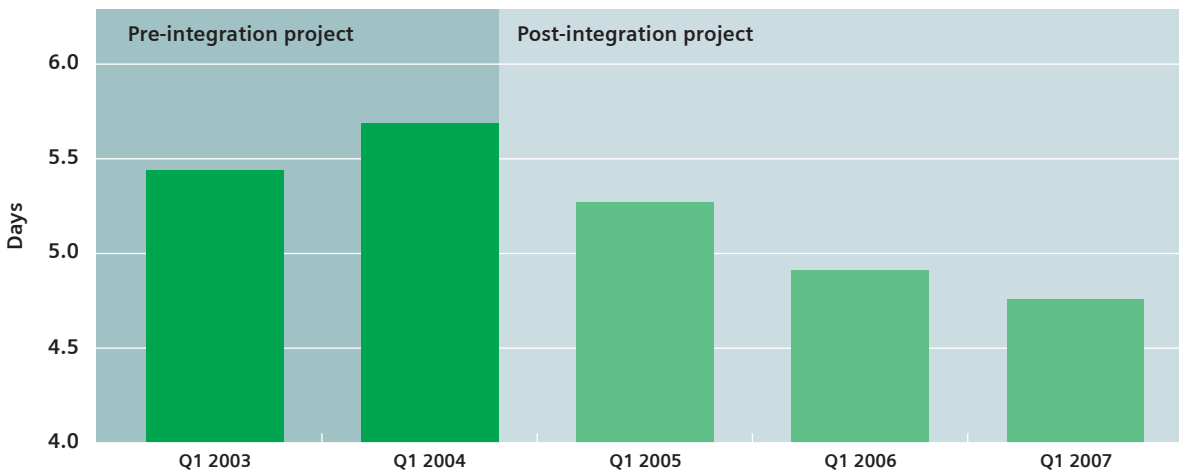
MedCentral ROI: Post-integration project

In the year following the healthcare integration project, ROI jumped by a factor of five.



Average Length of Stay (LOS) at MedCentral

Healthcare integration helped slash LOS by almost 25 percent.



“We [MedCentral and Siemens] shared the same vision on an integrated healthcare approach.”

— Dr. Michael Patterson, Chief Clinical Officer, MedCentral

Department leaders from across MedCentral’s hospitals — including laboratorians, radiologists, and physicians — committed to the project and its goals, and accepted accountability. The hospital’s system-wide dedication to installing new, faster processes and IT interfaces helped to deliver the first phase of the healthcare integration project on time and on budget, going live in late 2004.

Outcomes

Once Siemens diagnostics and IT solutions were aligned to deliver clinicians information faster, positive results came quickly. Supported by the improvements in the patient-care process, ROI surged from 0.6 percent to more than 5 percent in the first year following implementation. The following year, ROI topped 4 percent.

Hospital cost containment, as measured by length of stay (LOS), had been flat during the two years prior to the healthcare integration project. Following implementation, accelerated access to patient diagnostics results helped significantly reduce LOS from 5.2 to 4.5 days. This LOS reduction was a fundamental driver behind an increase in MedCentral’s operating margin. The accelerated access to the patient’s diagnostic results and information was a success factor for reducing patient stays.

Additional results of the healthcare integration project included:

- With new, state-of-the-art IT, clinicians and nurses were enabled to make faster decisions, reducing costs associated with longer hospital stays.
- Emergency room discharge time was significantly reduced, even though emergency room visits increased.
- A new patient-identification system improved patient safety.
- Accelerated workflow reduced wait times and boosted patient satisfaction.
- Patient education and preventive interventions improved. Patients’ responsiveness to critical tests jumped from 25 percent to 97 percent.

The Siemens Portfolio

MedCentral’s healthcare integration project is supported by an integrated menu of Siemens Healthcare solutions, including:

Laboratory solutions

- ADVIA WorkCell®
- Two ADVIA® 1800 chemistry analyzers
- Two ADVIA Centaur® XP immunoassay analyzers
- ADVIA CentraLink® Networking Solution

IT solutions

- Soarian Financials
- Soarian Clinicals
- NOVIUS® Laboratory LIS
- syngo® Radiology RIS
- Siemens Patient Identification Check
- Siemens Pharmacy
- syngo® Dynamics
- Soarian Cardiology

Medical imaging solutions

- Four SOMATOM® units
- Three AXIOM® units
- LEONARDO® workstation
- SONOLINE® Prima

“Sixty to ninety percent of medical decisions are made based on diagnostic modalities and clinical lab information. Integration using clinical informatics systems is exciting.”

— Fred Crowgey, IT Project Office Director at MedCentral

It All Starts Here

Contact your Siemens representative or visit our website: www.siemens.com/integrated-diagnostics.

Siemens Healthcare Diagnostics, the leading clinical diagnostics company, is committed to providing clinicians with the vital information they need for the accurate diagnosis, treatment, and monitoring of patients. Our comprehensive portfolio of performance-driven systems, unmatched menu offering, and IT solutions, in conjunction with highly responsive service, is designed to streamline workflow, enhance operational efficiency, and support improved patient care.

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Siemens Healthcare Diagnostics Inc.
1717 Deerfield Road
Deerfield, IL 60015-0778
USA