

2008

The Healthcare Management Council, Inc.



| Demographic Summary | | | Profitability | | |
|---------------------|-----------|------|---------------|-------------|-------------|
| Tot. Cases | Mortality | ALOS | Tot. Revenue | Tot. Cost | Cost Excess |
| 583 | | 9.75 | \$6,105,188 | \$7,902,451 | \$1,478,903 |
| 559 | | 9.54 | \$1,948,714 | \$205,559 | \$205,559 |
| 516 | | | \$40,286 | \$68,938 | \$28,652 |
| 516 | | | | \$17 | \$292,873 |
| 513 | | | | | \$120,798 |
| 513 | | | | | \$291,363 |
| 500 | | | | | \$126,592 |
| 450 | | | | | \$811,289 |
| 436 | | | | | \$587,253 |
| 341 | | | | | \$187,827 |
| 331 | | | | | \$639,284 |
| 229 | | | | | \$424,491 |

The HMC QuadrantOne Benchmark™

HMC helps hospitals succeed in a highly competitive healthcare environment with its online cost and quality benchmarks and facilitated community of thousands of hospital staff that share ideas for lowering costs and increasing quality.

The ideas, analysis and data contained in this report are furnished for the exclusive use of HMC Benchmark program participants pursuant to the terms of a written agreement which provides for the confidentiality of, and other limitations upon the use of this information. Any use, disclosure, copying or republication of this data, not authorized by such agreements, in writing, is prohibited.



About Us

HMC delivers extraordinarily high value to each client through sophisticated analytic tools that focus performance improvement efforts. We use responsive processes that engage senior management teams and provide concrete tools that align our clients' organizations.

The HMC QuadrantOne Benchmark™ can be tailored to the Senior Team's strategy. The Senior Team decides at the outset what they want to accomplish with performance improvement, and then selects which program path(s) fit the hospital's needs. Some facilities require three years of stewardship and budgeting to be ready for serious performance improvement initiatives, while some facilities start on all three paths immediately. HMC helps identify where your managers are on that path.

Our knowledge community experts continuously provide ongoing facilitation of conferences between Partner hospitals. This dialogue between hospitals is captured in our idea trees, and it becomes a rich source of information for other facilities that have faced similar situations. This knowledge-sharing is the fastest way to gather ideas, create hypotheses, and adapt those ideas to your organization.

The HMC QuadrantOne Benchmark™ supports performance improvement efforts by

- identifying the areas of excess costs;
- finding the drivers of those excess costs;
- providing a platform for generating ideas; and
- tracking progress against goals.

The HMC QuadrantOne Benchmark™

Providing Senior Level definition ➡

- HMC supports all aspects of performance improvement for senior leaders and managers alike. Your choice of performance pathways aligns HMC with your goals and objectives.
- The Benchmark examines costs and quality issues from multiple directions, so you can have confidence that tactical efforts will yield strategic results.

Performance Improvement Team Pathway ➡

- The Benchmark organizes issues into actionable directions. The information is presented in a way that reveals where and how to push forward, supporting decisions that are completely consistent with your facility's strategy. It roots out the drivers of increased costs.
- The Cost of Quality Analysis points you towards the drivers of those costs; the providers, the procedures and the diagnoses.

Budget Pathway ➡

- The methodology for translating the budget targets into cost center targets is fully automated. Our budget tools provide for what if analysis that links the objectives of your organization to a realistic budget.

Organizational development/Stewardship Pathway ➡

- The Benchmark evaluation gives a glimpse into the developmental progress of your managers, from a performance improvement perspective. HMC builds a pathway for managers that may not be directly involved in focused performance improvement team efforts. On their own they may explore ways of doing things differently, and their efforts can be supported without expensive on-site consulting.

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