



*New ways to see and touch all your healthcare data...  
all your key metrics, all in one place*

# Core eSENSE Solution Requirements

- Core business requirements defined by Providers & Practice Managers
- Designed for ACOs, Physician Groups, Specialty Practices, IPAs, Hospitals & Health Systems
- Timely data updates blending historical & current data from multiple systems/sources
- Instant insight to financial & clinical KPIs with drill-to-detail analysis and reporting
- Threshold-based KPI alerts & trend analysis by timeframe, location, specialty, provider, payer, financial class, procedure, department, patient & encounters
- Secure, role-based access – execs, operations, practice managers & doctors
- Powerful ad-hoc and interactive self service reporting capabilities for fast queries and advanced, multi-dimensional visualization of healthcare data
- Contextual single sign-on to multiple systems from within the dashboard
- Zero technology footprint – low-cost cloud solution accessible from any device
- No technical training requirements – intuitive UI/Navigation



# What is eSENSE BI?

*eSENSE BI allows healthcare organizations to harness data from their existing systems for instant insight into clinical and financial metrics enabling powerful analysis, streamlined reporting and informed decision-making.*

- Merge Data From Multiple Systems
- Rich Data Visualization & Analysis
- Track Your Key Healthcare Metrics
- Powerful Standard & Ad-hoc Reports
- Fast Setup With Cloud Services



# Challenges Facing Clinical Practices

- New and changing government regulations, compliance and quality criteria
- Fragmented data sources, inflexible legacy systems and disjointed processes
- Incomplete, inconsistent and/or inaccurate financial and clinical data
- Weak practice communication and information sharing
- Costly, time-consuming reporting mechanisms
- Fragmented document and records management
- Timely access to relevant, meaningful data and key metrics



# eSENSE BI – all your key metrics, all in one place



midtownmedical

Location Type

Facility

Year

2018

Refresh Date

January 28, 2019

GCR

37%

NCR

83%

Charge Lag

12

Pay Lag

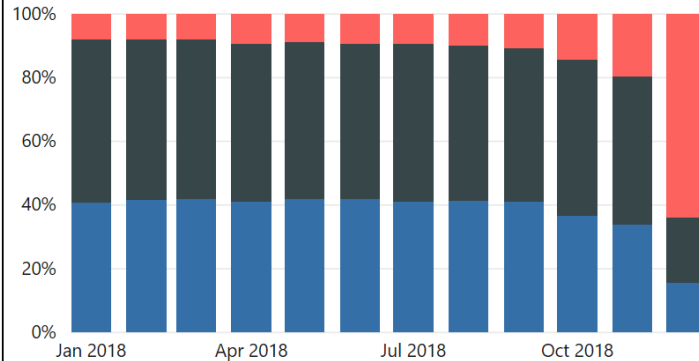
41

Days AR

187

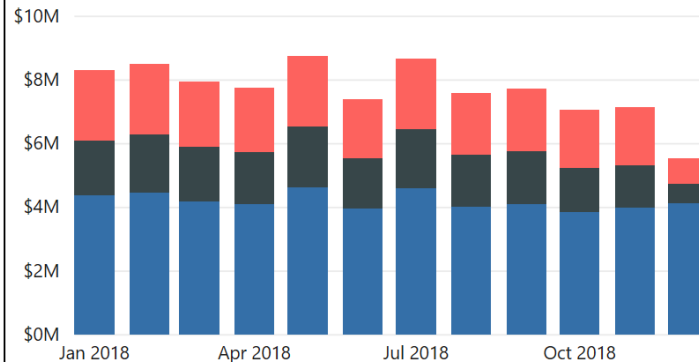
AR Trend (\$)

● Payments ● Adjustments ● Balance

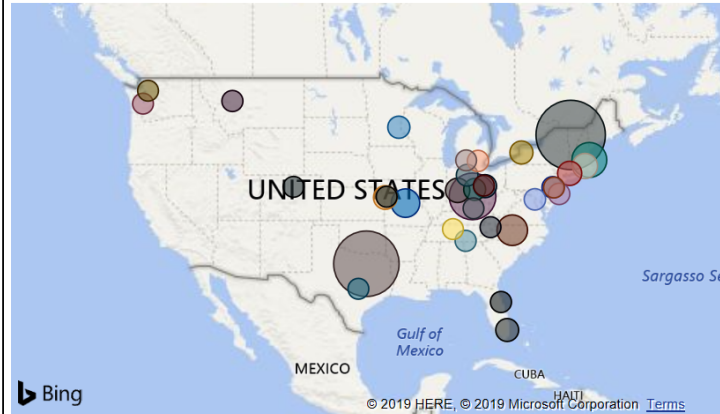


Charges, Payments & Adjustments (\$)

● Charges ● Payments ● Adjustments



KPI Map - Balance by Location



Denial Rate

6%

Copay Rate

79%

Time-To-Appt

32

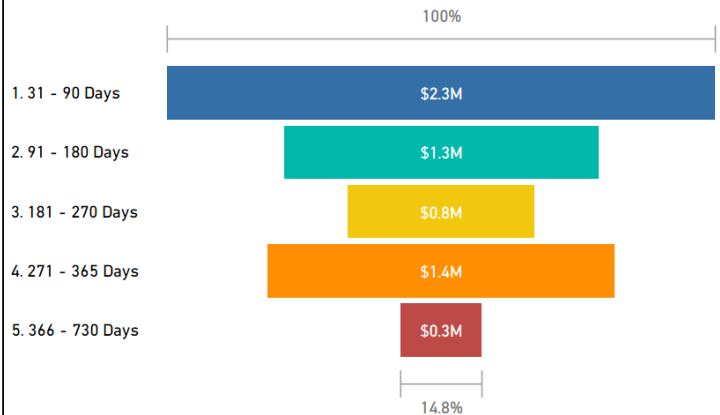
Length of Stay

2

Readmission Rate

4%

Aging (\$)



Summary

GCR

NCR

Charge Lag

Pay Lag

Days AR

Denials

Copays

Time-To-Appt

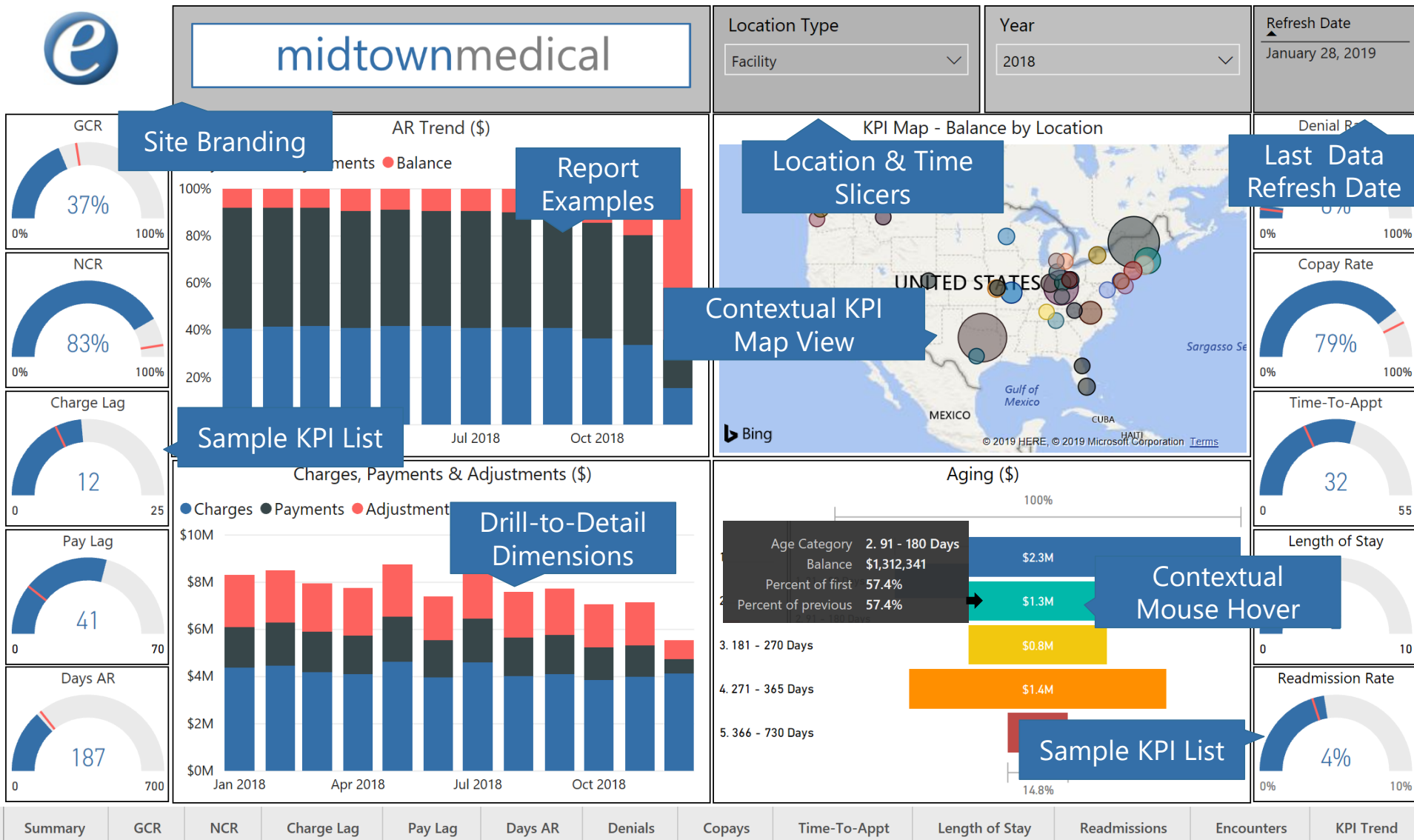
Length of Stay

Readmissions

Encounters

KPI Trend

# eSENSE BI – all your key metrics, all in one place



# eSENSE BI – Global to Local



midtownmedical

Location Type

Facility

Year

2018

Refresh Date

January 28, 2019

GCR

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Charge Lag

12

Pay Lag

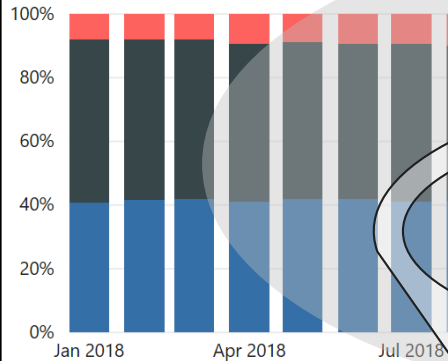
41

Days AR

187

AR Trend (\$)

● Payments ● Adjustments ● Balance



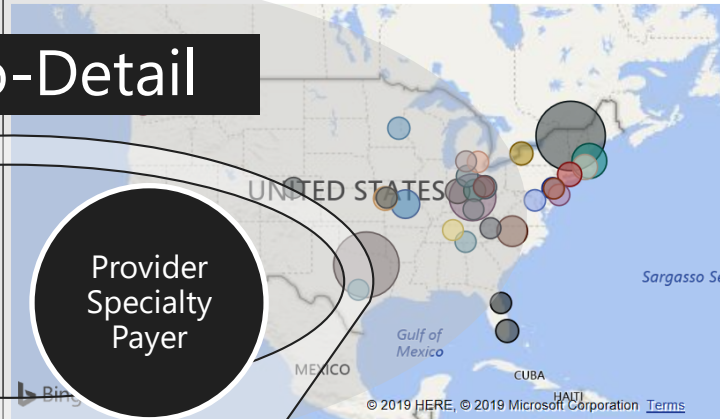
Drill-to-Detail

KPI Location  
Timeframe

Provider Specialty  
Payer

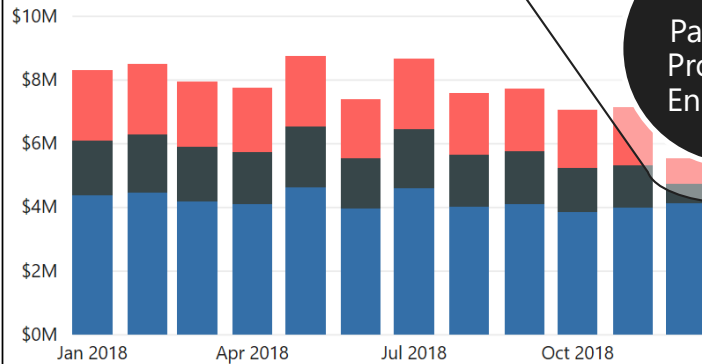
Dept.  
Patient ID  
Procedure  
Encounter

KPI Map - Balance by Location

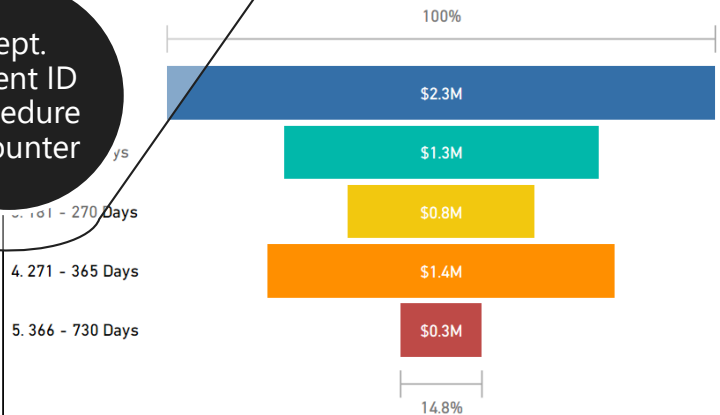


Charges, Payments & Adjustments (\$)

● Charges ● Payments ● Adjustments



Aging (\$)



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Pay Lag

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Time-To-Appt

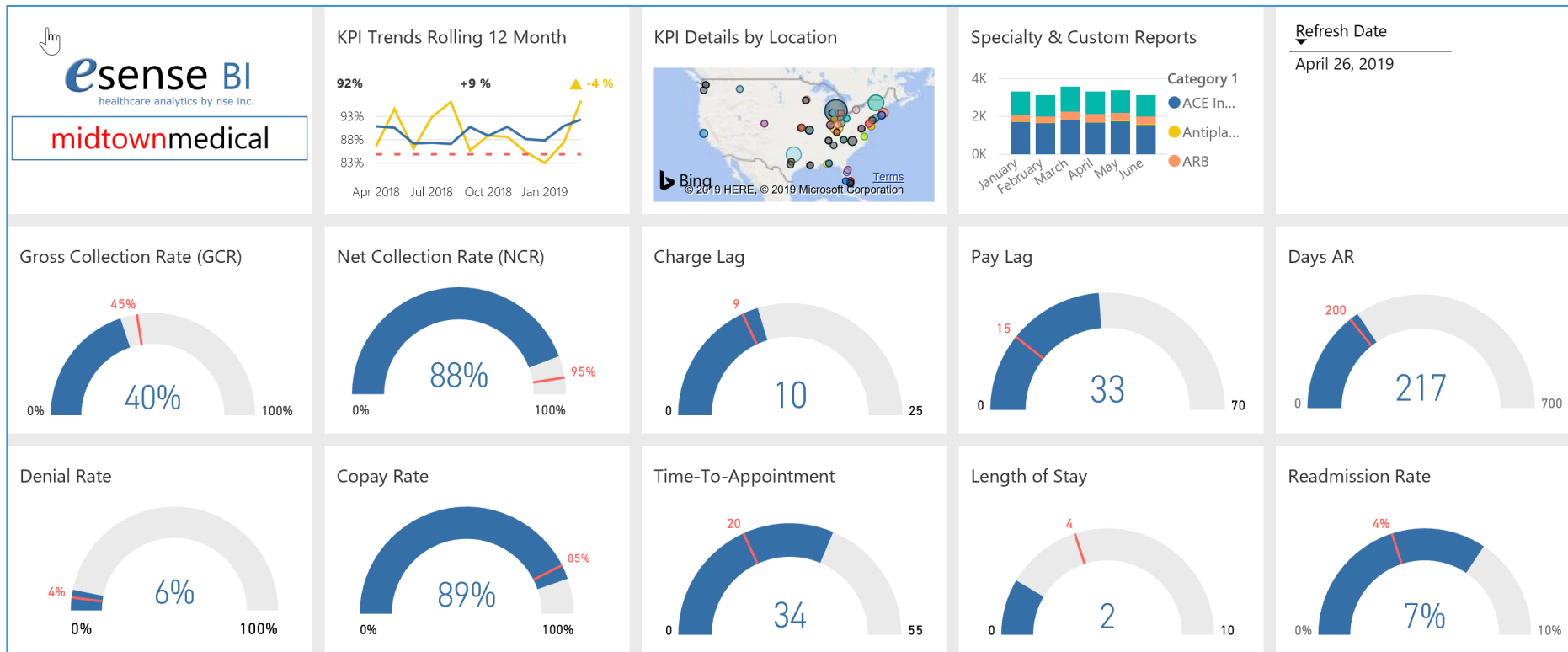
Length of Stay

Readmissions

Encounters

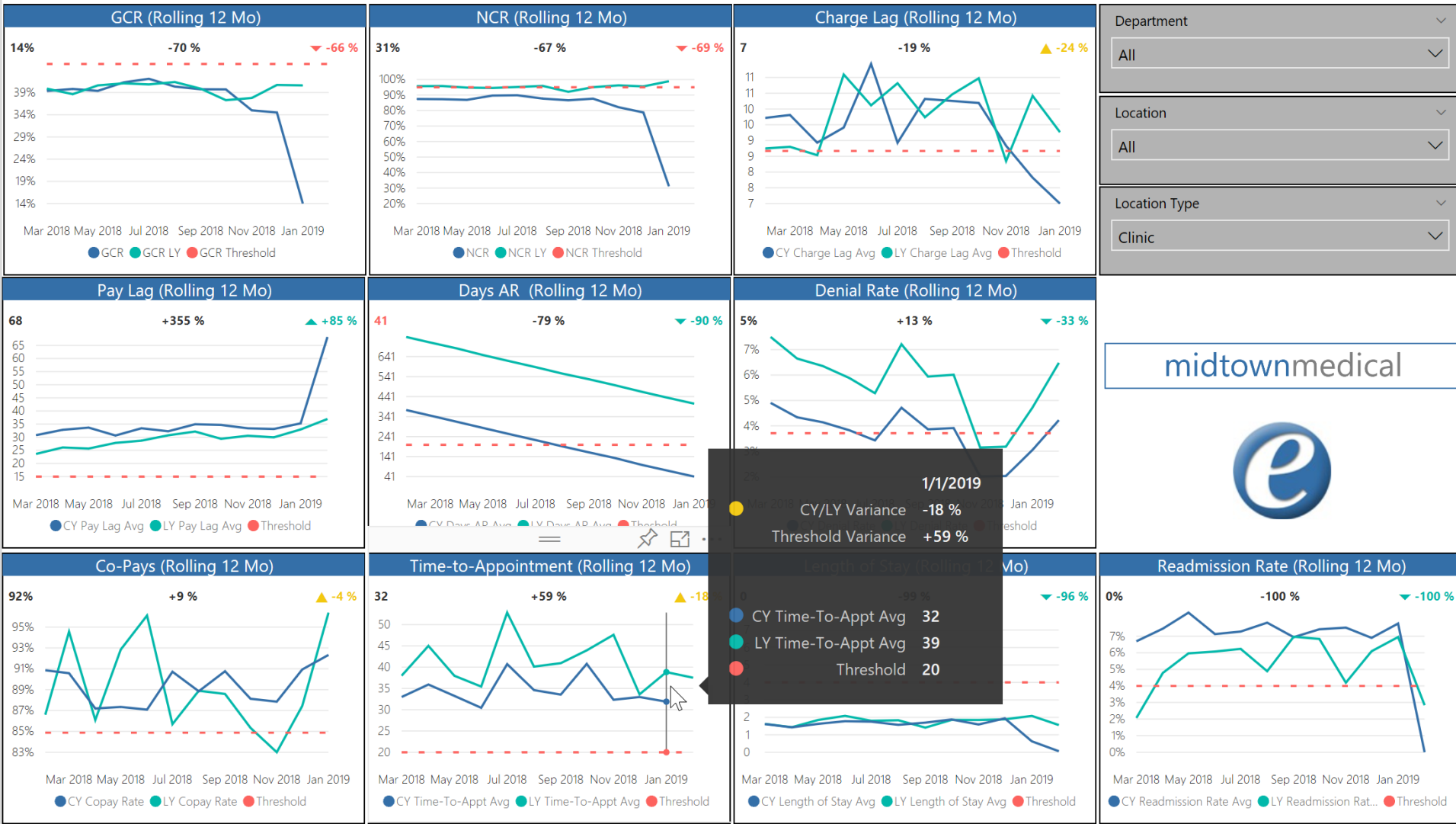
KPI Trend

# Example KPI Panel

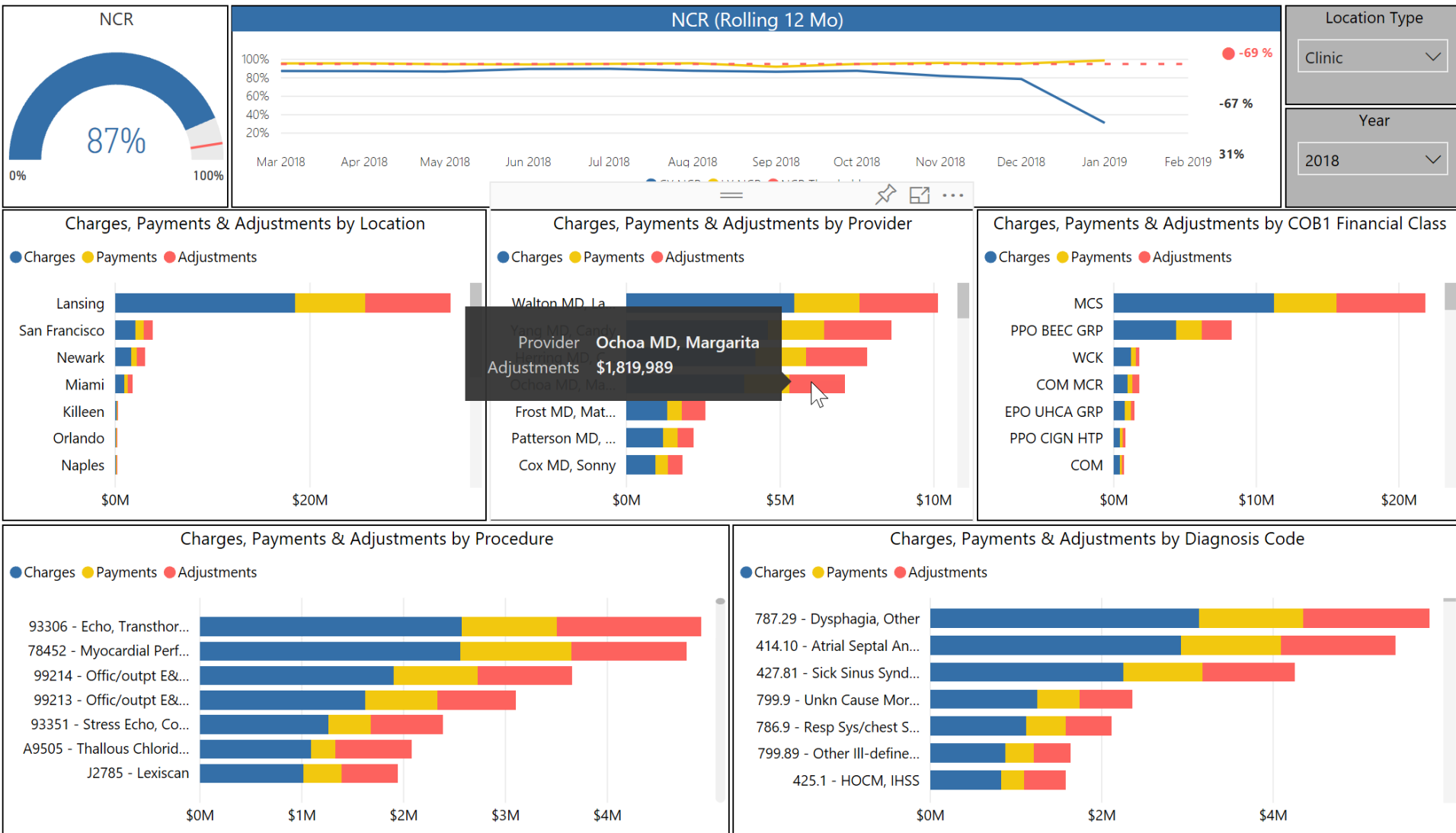


- “At a glance” clinical and financial metrics (KPIs)
- Status alerts based on user-defined and industry thresholds
- Trend signals – contextual KPI trend analyses and reports
- Time-phased comparisons and variances to prior periods
- “Drill-to-detail” analysis, contextual views and ad-hoc/custom reporting
- Multi-dimensional filtering of metrics and reports

# KPI Scorecard & Trend Analysis



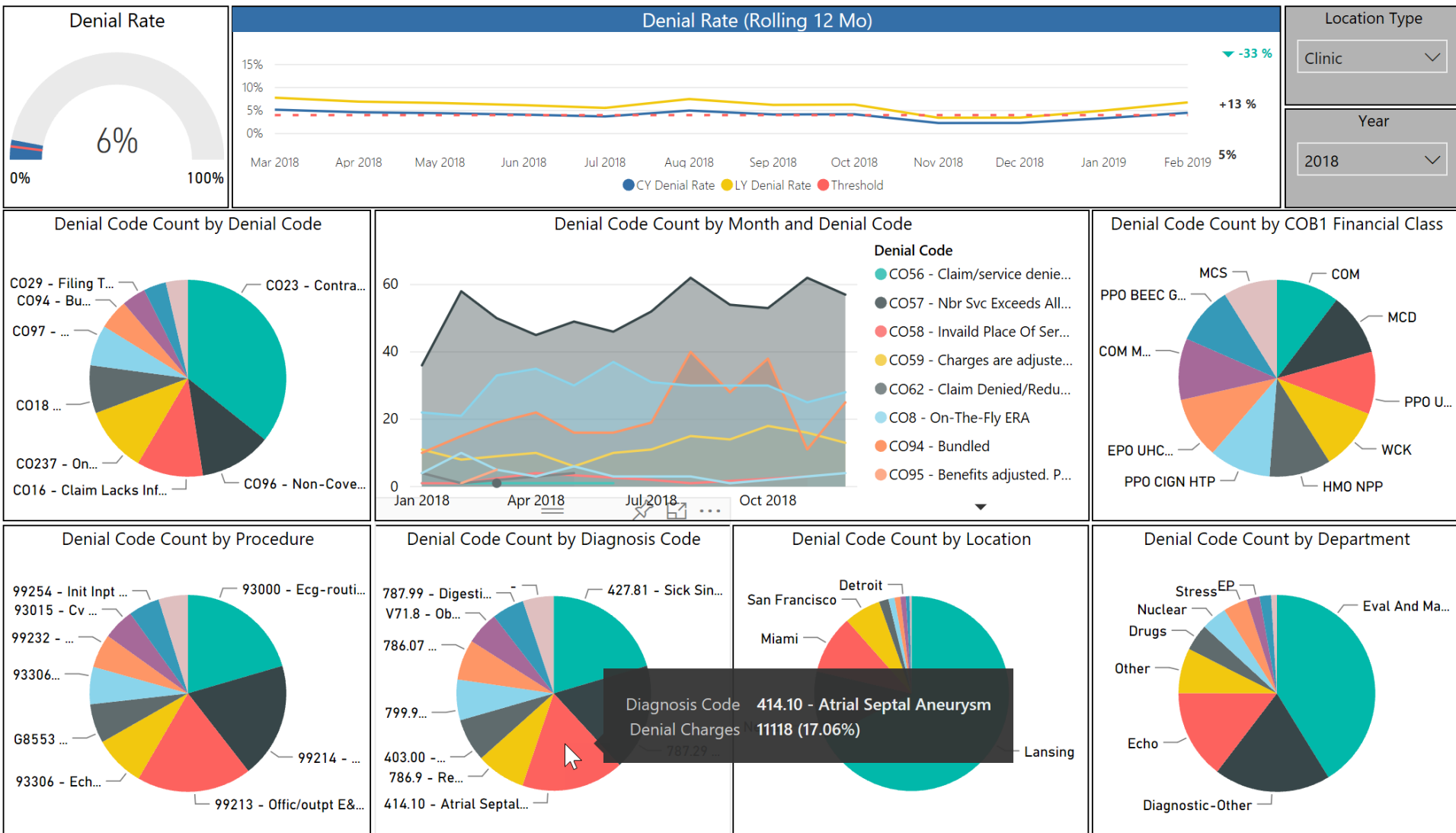
# Drill to Detail Example: NCR



# Drill to Detail Example: GCR Single Location



# Drill to Detail Example: Denial Rate

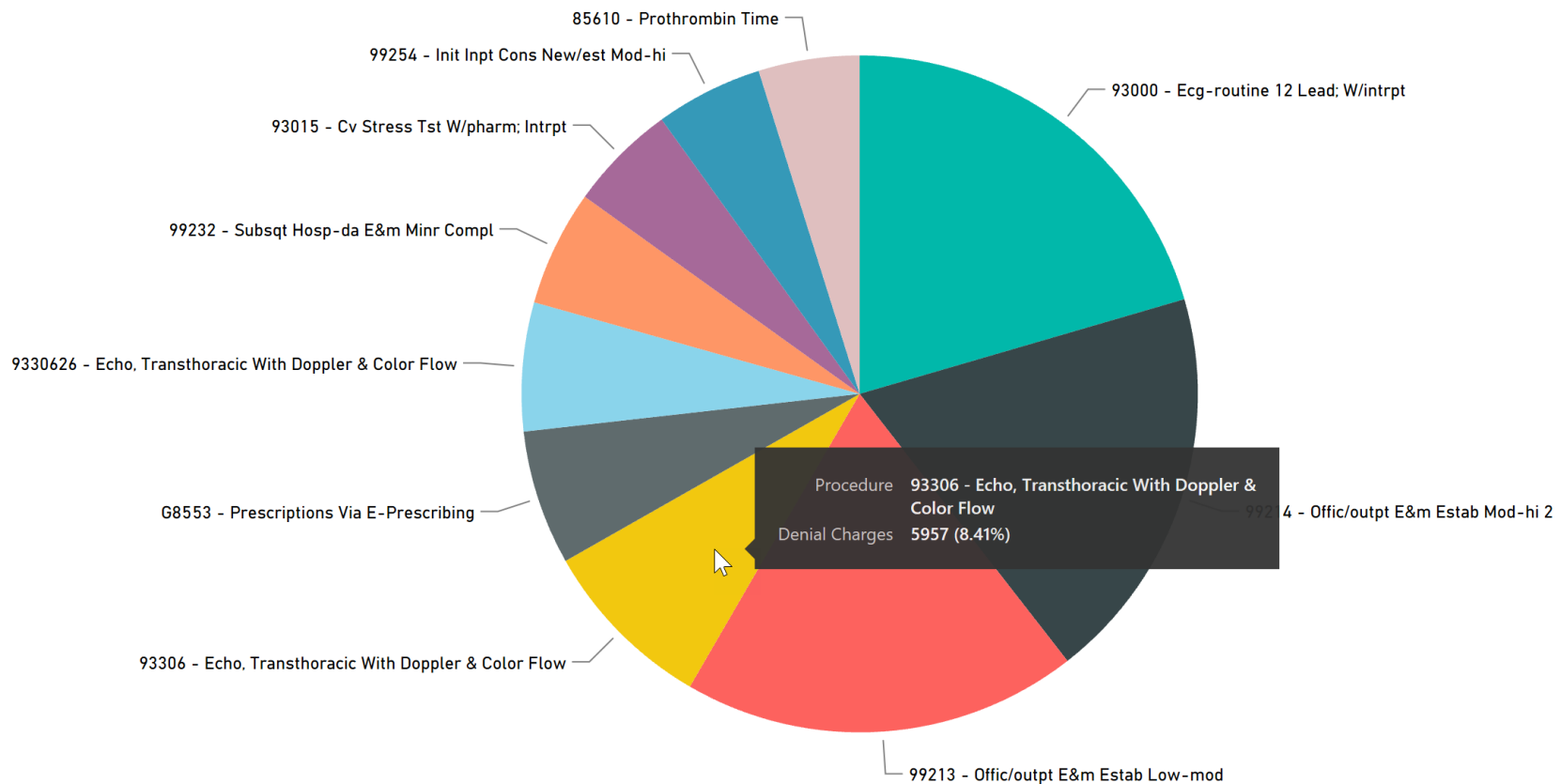


# Drill to Detail Example: Denial Rate

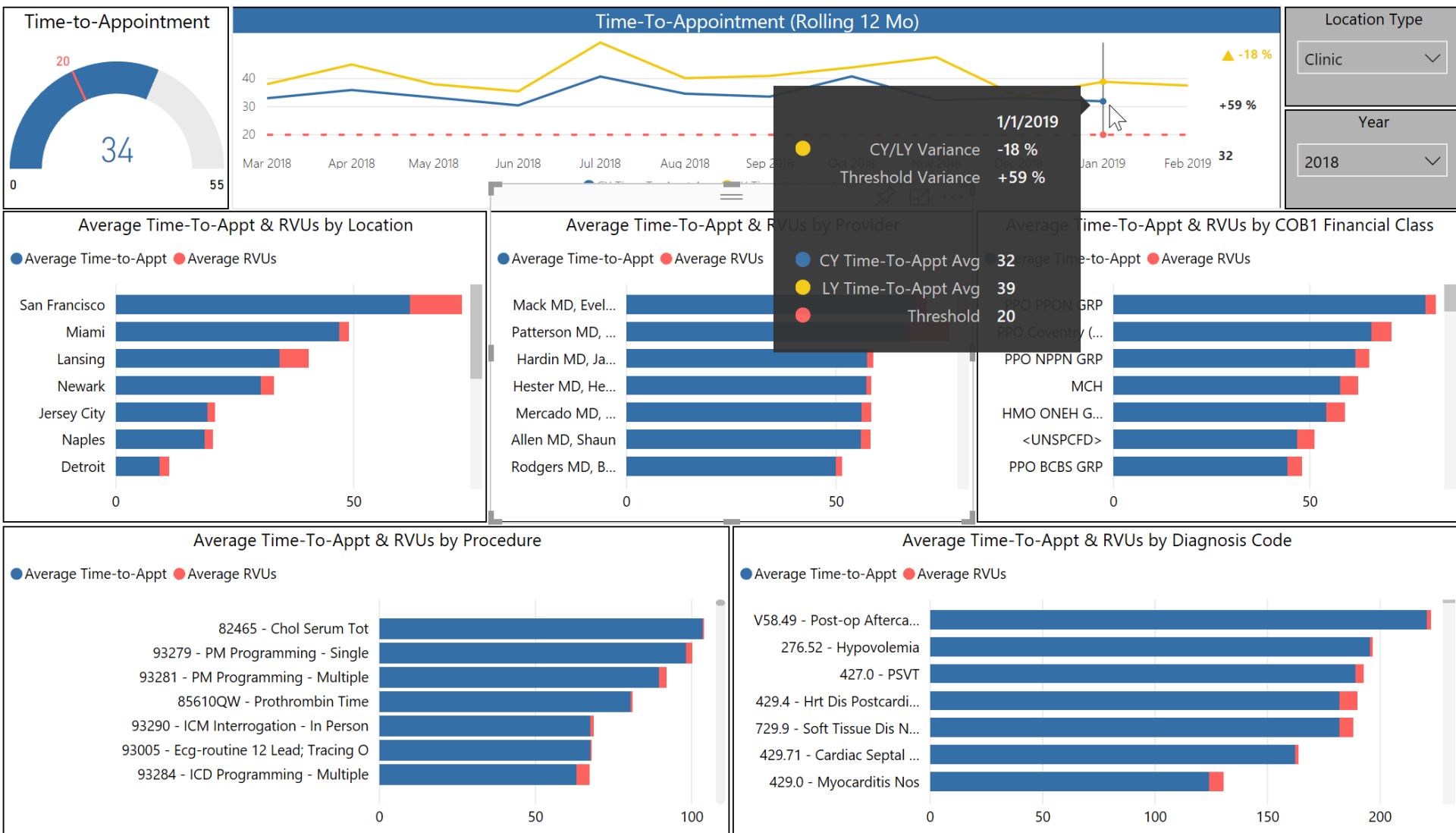
< Back to Report

DENIAL CODE COUNT BY PROCEDURE

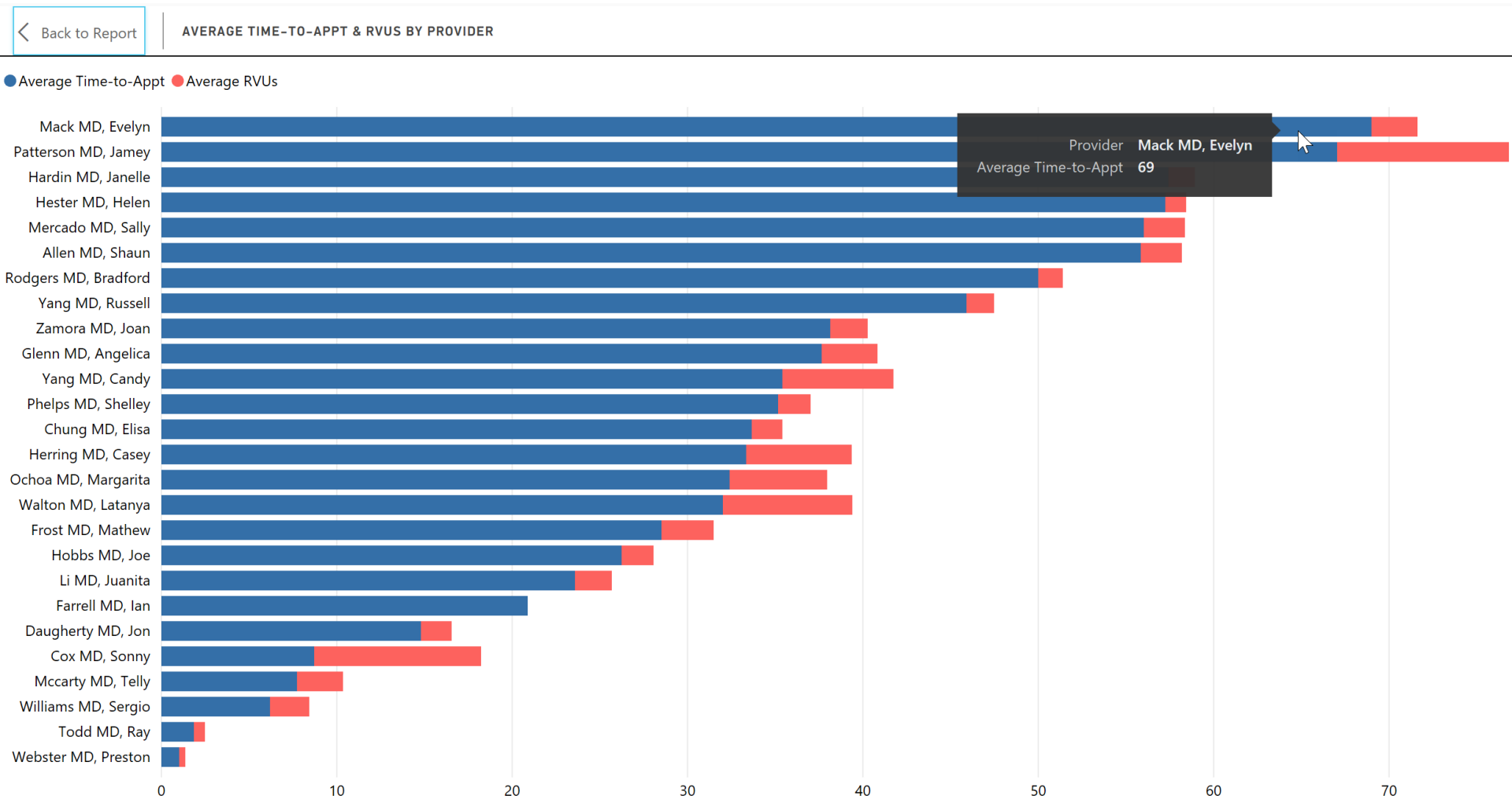
LAST REFRESH:02/28/2019 10:52:13 AM



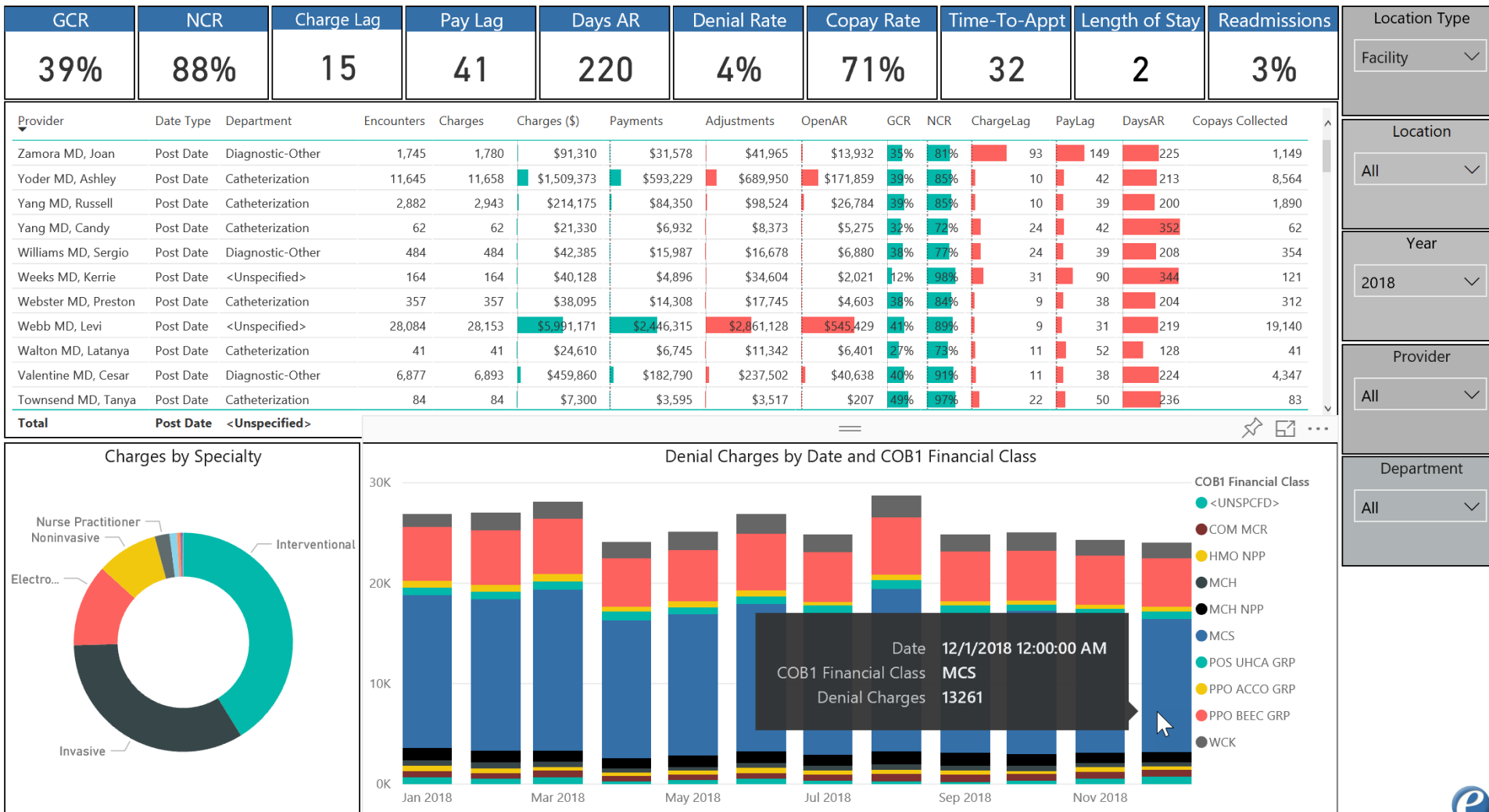
# Drill to Detail Example: Time-To-Appointment



# Drill to Detail Example – Time-To Appointment



# Drill to Detail Example – Select Your Dimensions



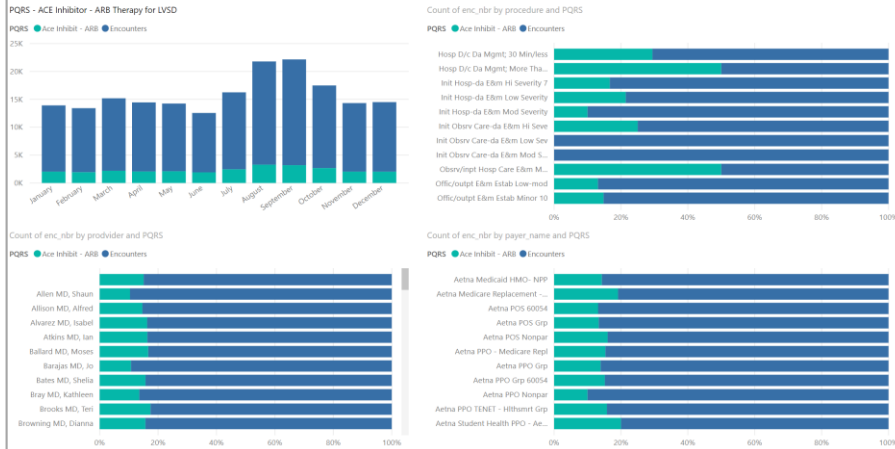
# Drill-through to Encounter Details

Encounters									Location Type
Encounter	Earliest ServiceDate	Earliest PostDate	Patient ID	Location	Diagnosis Code	Department	Provider		Facility
15321548	February 5, 2018	February 16, 2018	FFFF5A9C-3CB3-4140-A51D-0F9AD3624012	Dallas	426.0 - Atriovent Block Complete	Diagnostic-Other	Webb MD, Levi	Ir	
15321548	February 5, 2018	February 16, 2018	FFFF5A9C-3CB3-4140-A51D-0F9AD3624012	Dallas	426.0 - Atriovent Block Complete	Eval And Management	Webb MD, Levi	Ir	
7293814	February 5, 2018	February 6, 2018	FFFF5A9C-3CB3-4140-A51D-0F9AD3624012	Dallas	787.29 - Dysphagia, Other	Echo	Webb MD, Levi	Ir	
7824146	June 16, 2018	June 28, 2018	FFFE753-81A7-4E5E-9444-93A7091F7027	Dallas	799.9 - Unkn Cause Morb/mort Nec	Diagnostic-Other	Fletcher MD, Latoya	N	
23472438	June 16, 2018	June 20, 2018	FFFE753-81A7-4E5E-9444-93A7091F7027	Dallas	799.9 - Unkn Cause Morb/mort Nec	Echo	Fletcher MD, Latoya	N	
7824146	June 16, 2018	June 28, 2018	FFFE753-81A7-4E5E-9444-93A7091F7027	Dallas	799.9 - Unkn Cause Morb/mort Nec	Eval And Management	Fletcher MD, Latoya	N	
7842988	June 21, 2018	June 28, 2018	FFFE3062-5AD7-4C7C-886E-2AA2E6435ED5	Burlington	403.00 - Mal Renal Hyper-no Failr	Diagnostic-Other	Contreras MD, Stacey	Ir	
7842988	June 21, 2018	June 28, 2018	FFFE3062-5AD7-4C7C-886E-2AA2E6435ED5	Burlington	403.00 - Mal Renal Hyper-no Failr	Eval And Management	Contreras MD, Stacey	Ir	
7842988	June 21, 2018	June 22, 2018	FFFE3062-5AD7-4C7C-886E-2AA2E6435ED5	Burlington	424.2 - Nonrheum Tricuspid Val Dis	Echo	Contreras MD, Stacey	Ir	
24722022	September 26, 2018	September 28, 2018	FFFE3062-5AD7-4C7C-886E-2AA2E6435ED5	Burlington	427.81 - Sick Sinus Syndrome	Catheterization	Mckay MD, Ebony	E	
23314006	March 10, 2018	March 21, 2018	FFFE3062-5AD7-4C7C-886E-2AA2E6435ED5	Burlington	427.81 - Sick Sinus Syndrome	Diagnostic-Other	Daniel MD, Lawanda	N	
49444044	September 26, 2018	September 28, 2018	FFFE3062-5AD7-4C7C-886E-2AA2E6435ED5	Burlington	427.81 - Sick Sinus Syndrome	EP	Mckay MD, Ebony	E	
41030546	March 23, 2018	April 1, 2018	FFFE3062-5AD7-4C7C-886E-2AA2E6435ED5	Burlington	427.81 - Sick Sinus Syndrome	Eval And Management	Daniel MD, Lawanda	N	
									Year
									2018
									Location
									All
									Provider
									All
									Department
									All
									Financial Class
									All
									Payer
									All

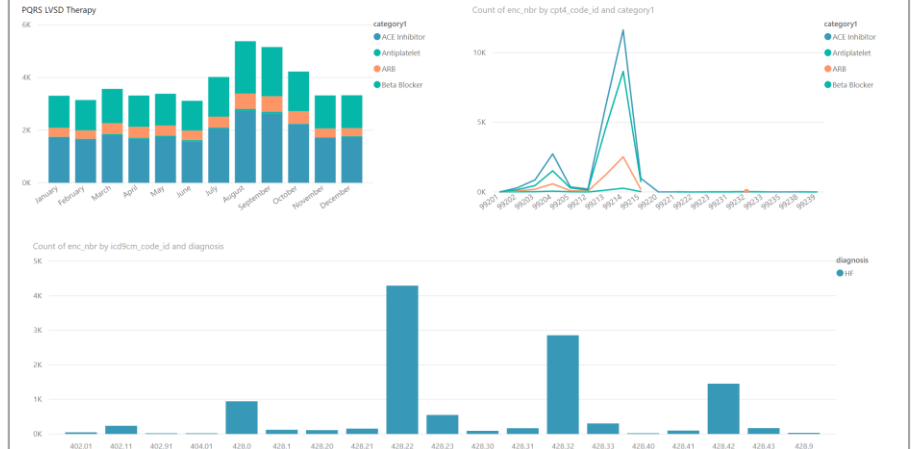


# Example Custom Reports

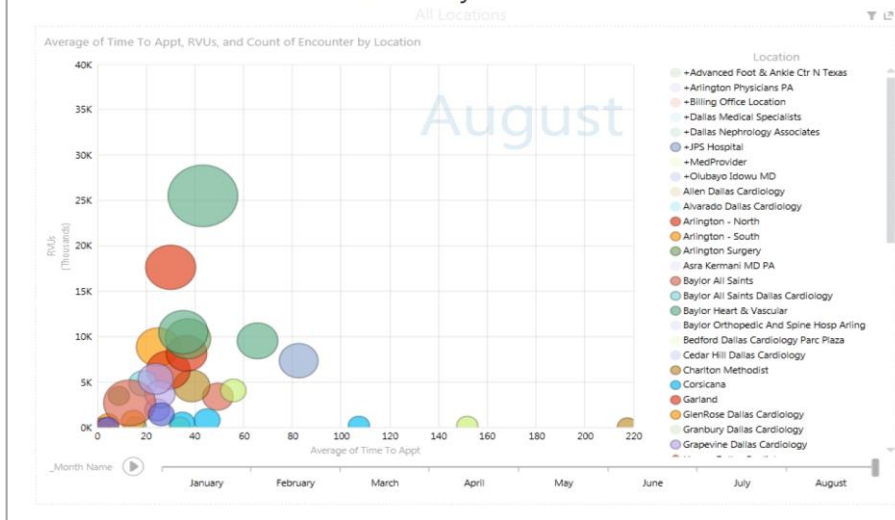
## Heart Failure: ACE Inhibitor or ARB Therapy for LVSD



## Heart Failure: ACE Inhibitor or ARB Therapy for LVSD



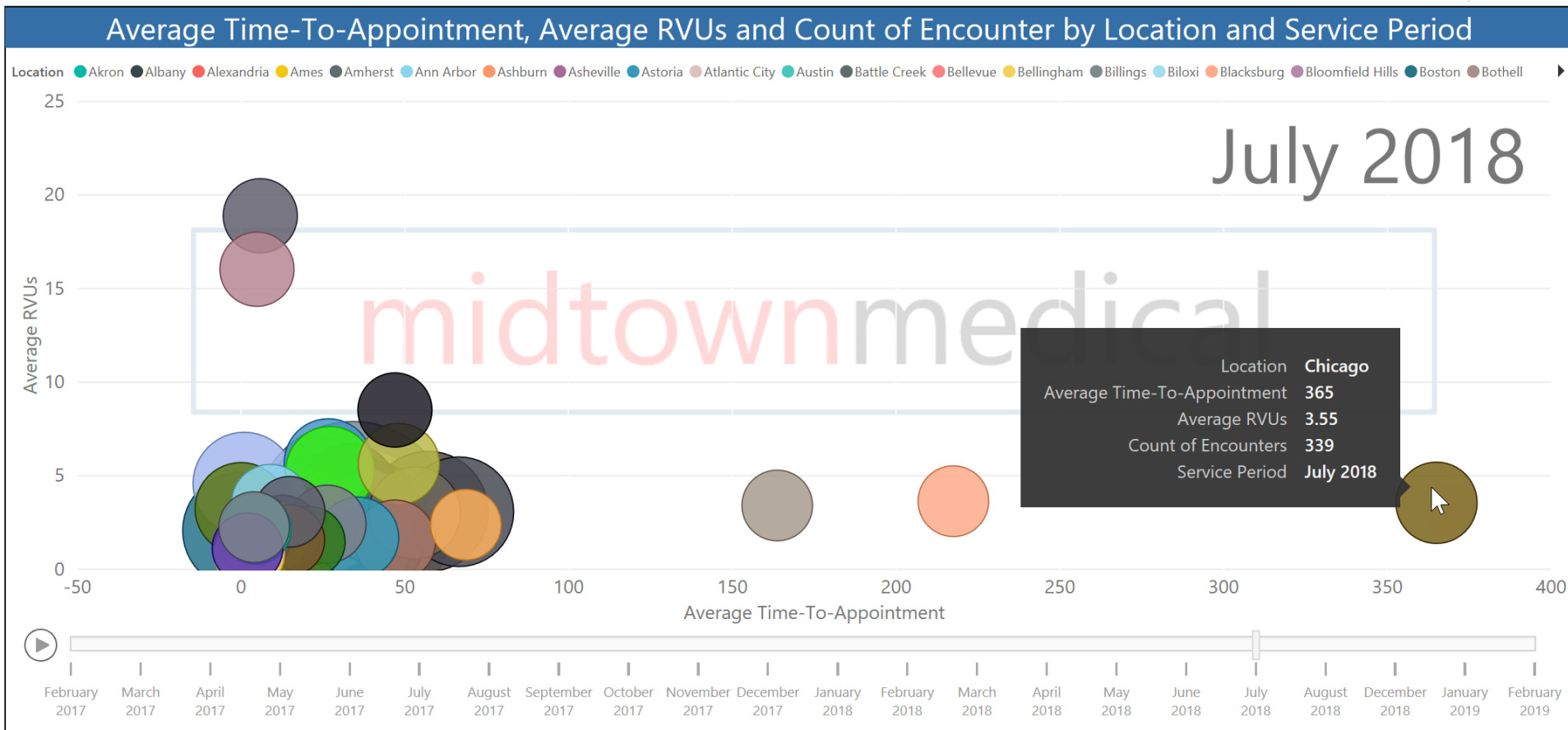
## Productivity v. Access



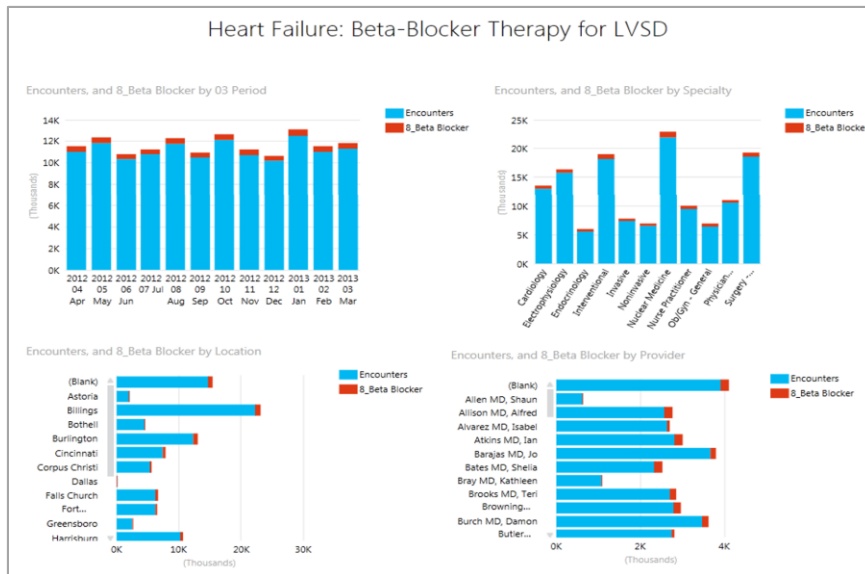
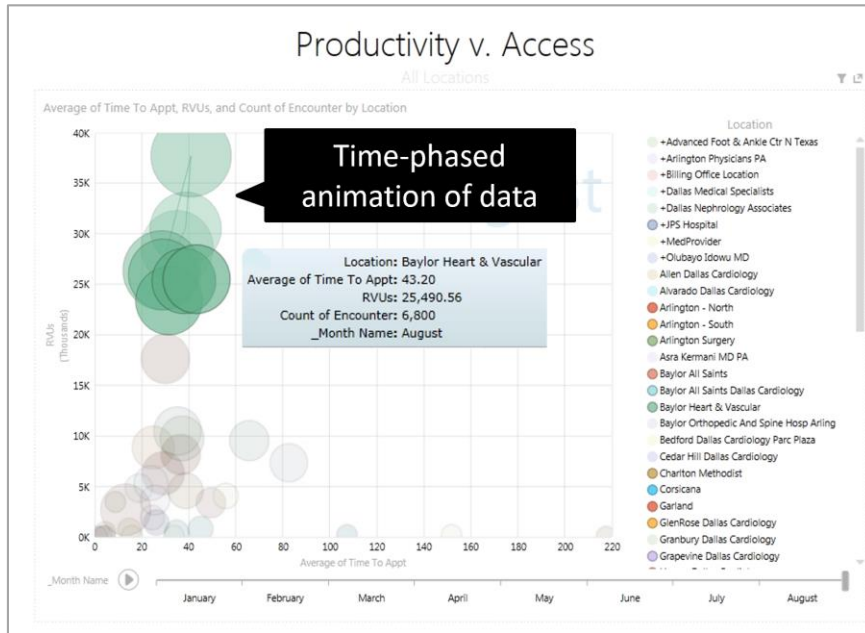
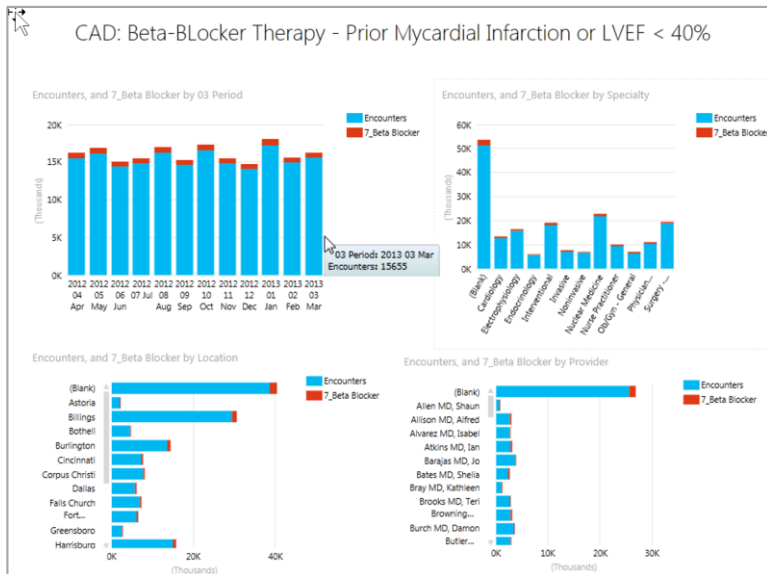
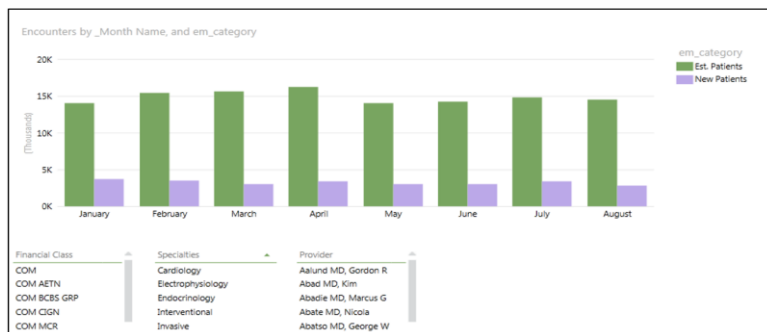
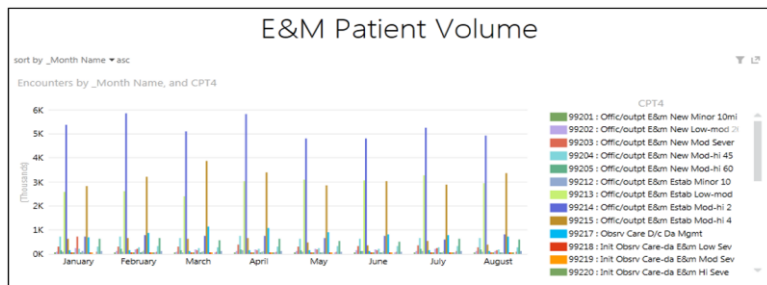
## E & M



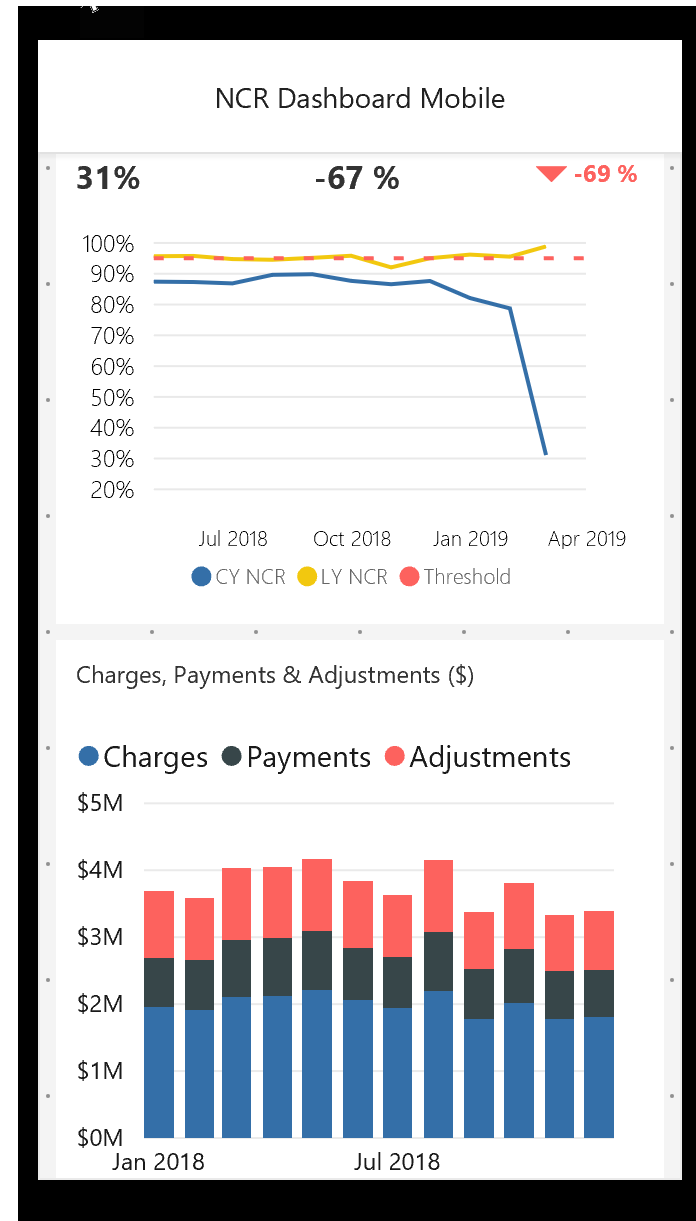
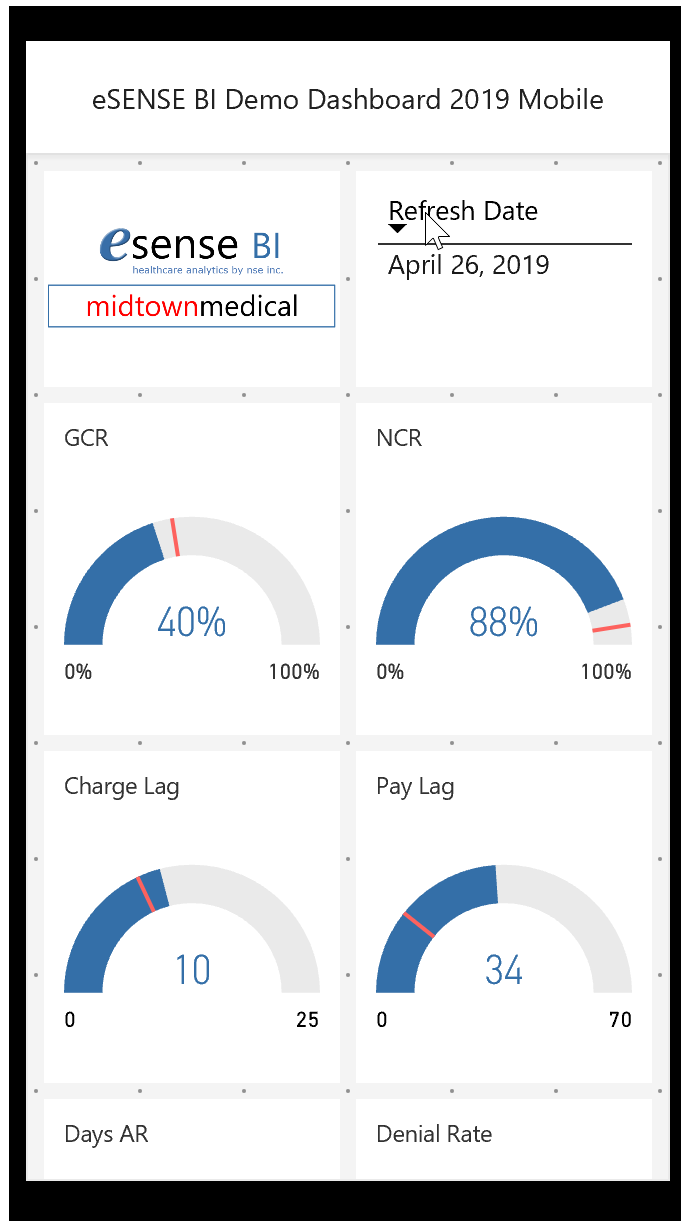
# Example Custom Reports



# Example Custom Reports

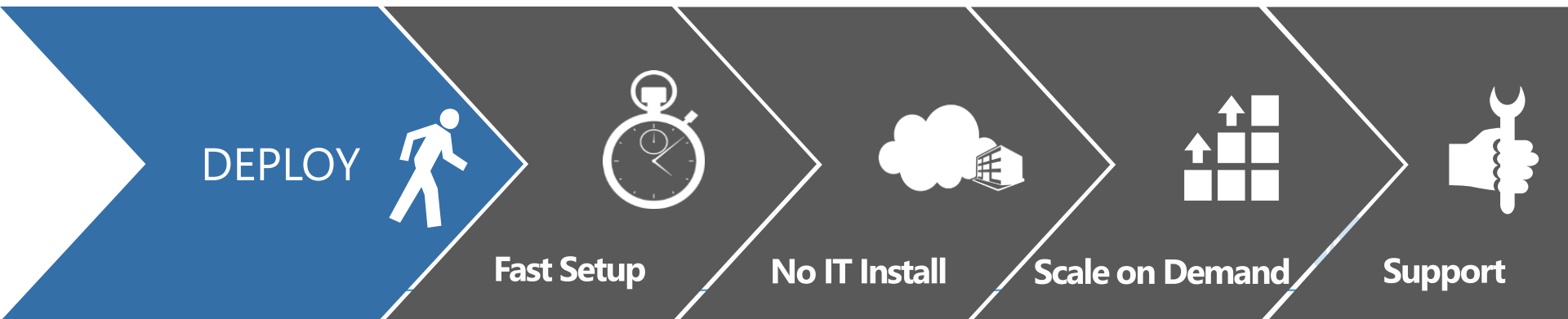


# Drill Through Mobile Views



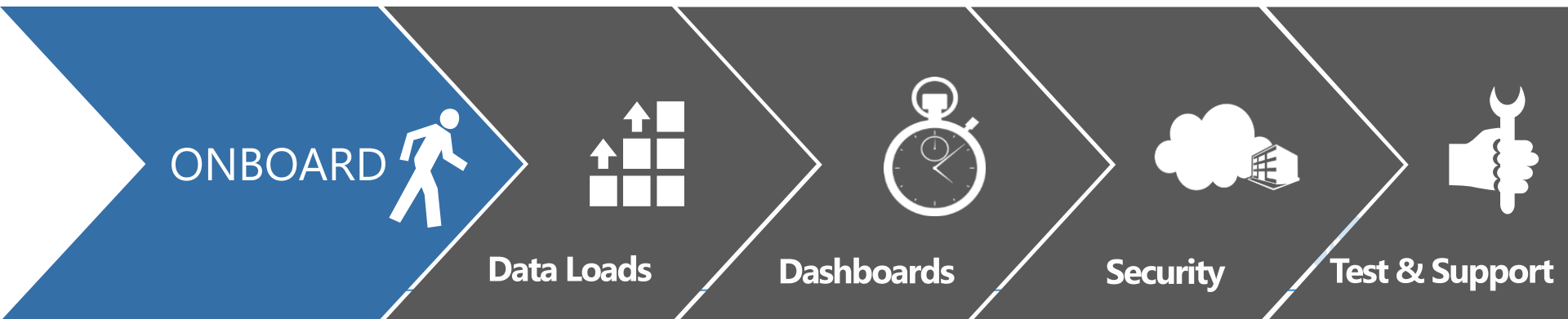
# Deployment

- Fast, standard process for data take-on & site setup
- No software to install or manage – MS Azure cloud services
- Scale on demand as your operations grow or change
- Minimal learning curve with ongoing support



# Onboarding

- Collect & load historical data, setup update process
- Setup metrics & reports, customize & brand dashboards
- Assign security rights, setup user/team roles & permissions
- Ongoing testing, training & support



# Subscription

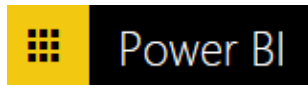
- Easy “Try and Buy” approach, low up-front cost
- One-time setup fee then monthly subscription
- No long-term contractual commitments
- Scale on demand as operations grow or change



# Technology Framework



Client/User  
Experience

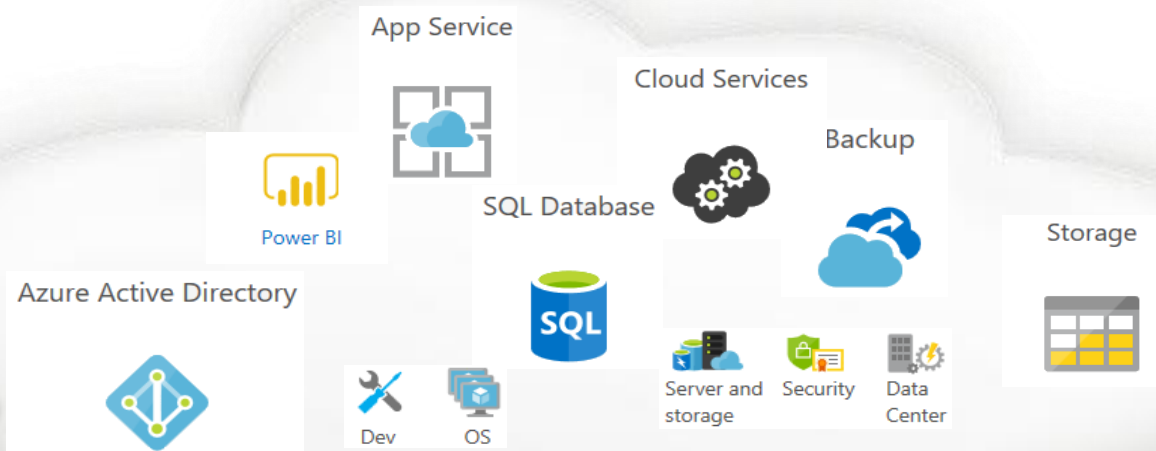


Data Extraction & Modelling  
Visualizations & Workflow  
Reporting & Data Analytics  
UI, Publishing & Sharing

eSense BI

Configuration & Data On-Boarding Services

Managed Application Support Services



# Make your data work for you

- Track your key healthcare metrics – get instant insight
- Merge data from multiple systems – in one dashboard
- View rich data visualizations & analysis – bring details to life
- Generate standard & custom reports – templates on demand
- Get fast, intuitive drill-through analysis – make smarter decisions
- Provide secure, role-based access – focus on what's relevant
- No IT installation or technical training – rapid deployment

- Reduce and recoup denied insurance claims
- Reduce re-admission rates
- Monitor physician performance
- Track quality of each division and department
- Optimize staff/doctor to patient ratios
- Improve practice communication
- Enable fast dissemination of information
- Streamline regulatory & operational reporting
- Benchmark clinical & financial operations
- Improve interoperability between systems
- Anticipate and respond to healthcare trends
- Clean and shape fragmented data sources





*Take a test drive today... all your key metrics, all in one place*

[www.esenseBI.com](http://www.esenseBI.com)