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
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.

What is eSENSE BI?

- 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
eSENSE BI – all your key metrics, all in one place
eSENSE BI – Global to Local

Drill-to-Detail

KPI Location Timeframe

Provider Specialty Payer

Dept. Patient ID Procedure Encounter

Aging ($)
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

- **GCR (Rolling 12 Mo)**: 14% -> -70% -> -66%
- **NCR (Rolling 12 Mo)**: 31% -> -67% -> -69%
- **Charge Lag (Rolling 12 Mo)**: 7% -> -19% -> -24%
- **Pay Lag (Rolling 12 Mo)**: 68% +355% +85%
- **Days AR (Rolling 12 Mo)**: 41% -79% -90%
- **Denial Rate (Rolling 12 Mo)**: 5% +13% -33%
- **Co-Pays (Rolling 12 Mo)**: 92% +9% +4%
- **Time-to-Appointment (Rolling 12 Mo)**: 32% +59% +16%
- **Length of Stay (Rolling 12 Mo)**: Threshold 20
- **Readmission Rate (Rolling 12 Mo)**: Threshold 0%
Drill to Detail Example: NCR
Drill to Detail Example: GCR Single Location
Drill to Detail Example: Denial Rate

Denial Rate (Rolling 12 Mo)

Denial Code Count by Denial Code

Denial Code Count by Month and Denial Code

Denial Code Count by COB1 Financial Class

Denial Code Count by Procedure

Denial Code Count by Diagnosis Code

Denial Code Count by Location

Denial Code Count by Department

Diagnosis Code: 414.10 - Atrial Septal Aneurysm
Denial Charges: 11118 (17.06%)
Drill to Detail Example: Denial Rate
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

<table>
<thead>
<tr>
<th>Encounter ID</th>
<th>Earliest Service Date</th>
<th>Earliest Post Date</th>
<th>Patient ID</th>
<th>Location</th>
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Example Custom Reports
Example Custom Reports

Average Time-To-Appointment, Average RVUs and Count of Encounter by Location and Service Period

July 2018

midtown medical
Example Custom Reports

E&M Patient Volume

Productivity v. Access

CAD: Beta-Blocker Therapy - Prior Myocardial Infarction or LVEF < 40%

Heart Failure: Beta-Blocker Therapy for LVSD

Time-phased animation of data
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

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

Client/User Experience

Managed Application Support Services
Configuration & Data On-Boarding Services

Power BI
esense BI

App Service
Cloud Services
Backup
Storage

Azure Active Directory
SQL Database
Server and storage
Security
Data Center
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
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