Laboratory Intelligence

Instant access to timely, actionable performance metrics...
Connectivity

- 900+ Driver Library
- Support 200+ Instruments
- Multi-Discipline, Multi-site
- Multi-LIS support
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Productivity
- Autoverification
- Discipline Specific Workcells
- Specimen Tracking
- LIS Backup
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- Moving Averages
- Integrated Quality Assurance
- Laboratory Maintenance
- PT Reporting
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- Data Collection
- Laboratory Analytics
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Laboratories are starving for critical analytics
Am I delivering what and when I am suppose to? How do I know?

• Delivering accurate, actionable, timely healthcare information?
  – How timely?
  – How efficient?
  – How accurate?

• Performance Management and Reporting
  – Stakeholders
    ▪ Senior Management / Board / Physician-practices
  – Service Level Agreements
  – Laboratory Team
Critical insight for laboratory operations

Have I fully optimized my current resources? How do I optimize and monitor?

• Optimizing existing resources and equipment
  – Labor is scarce
  – Testing going up / reimbursement down
    ▪ H.R.4302 - Protecting Access to Medicare Act of 2014
    ▪ 5,000 specimens a day / $2 less an accession than 2 years ago
  – Existing instruments / workflow optimized
    ▪ What are the capacities (people / equipment)
    ▪ What arrival times, test mix, volume by shift
    ▪ Utilization of instruments
    ▪ How effective are my middleware / automation systems
Laboratories are starving for critical analytics

Is additional business a good thing? Can I take on additional business? New tests?

• Future Planning
  – Limited Capital

• Business Development
  – New or incremental business
  – Is there capacity
  – What does the incremental business cost

• Bringing additional testing and revenue in-house
  – Or do I continue to send out tests?
Business Analytics for the My Laboratory

What information do you need? How complete is it? How easy is it to get?

• What information could you use...
  ... that would help me make more informed decisions?
  ... demonstrate the value and performance we provide?
  ... to help optimizing what I have?
  ... for long term business planning?

• Where can I get that information?

• How easy is it to get that information?

• How frequently do I want that information?
What is Laboratory Intelligence?

• Critical business analytics for your Laboratory
• Natural adjacency to our current product
  – Leveraging the information-rich middleware (Instrument Manager)
• Instant access to timely, actionable performance metrics for your lab
  – Browser based
  – Real Time
  – Information for your specific business decisions
  – Measuring your performance definitions for success
  – Uniquely for your laboratory
Key Performance Indicators (KPI’s)
Defining quantifiable measures to evaluate the success of a particular activity

• User-defined Key Performance Indicators
  – 15 predefined to provide a starting point
  – Enhance or Create unlimited KPI’s
  – Create ‘focused’ collection of KPI’s on Dashboards

• Whole institution
  – Any instrument, automation system interfaced through Instrument Manager
  – Unique data set from Instrument Manager
  – Aware by site, discipline, instrument, shift, specimen type, priority, test, ward, physician....
Enhance or Create your KPI’s
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### Pre-Defined Key Performance Indicators

Quantifiable measures to evaluate the success of a particular activity

<table>
<thead>
<tr>
<th>KPIs</th>
<th>TAT</th>
<th>Autoverify</th>
<th>Quality</th>
<th>Volume</th>
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<tr>
<td>Specimens Released Per Day</td>
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<tr>
<td>Test Released Per Day</td>
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<tr>
<td>Specimen Completion Status</td>
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<td>Specimen By Priority</td>
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<td>First Time Pass Rate</td>
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<td>QC Violations</td>
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<tr>
<td>Specimen Quality Indicators</td>
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<tr>
<td>Autoverification (Speedometer)</td>
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<td>Autoverification (7 day bar chart)</td>
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<td>TAT Chemistry for Routine</td>
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<td>TAT Chemistry for STAT</td>
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<td>TAT Hematology for Routine</td>
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<tr>
<td>TAT Overall</td>
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<tr>
<td>Connection Status</td>
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Laboratory Intelligence

Analytic insight into your laboratory operations

- Instant access to timely, actionable performance metrics for your lab
  - Empowers the lab with ‘real-time’ access to critical and relevant data
  - Real time snapshot and historical view of laboratory operations
  - Drill-down capacity to identify root-clauses
  - Stakeholder-ready information
  - Easy access to actionable information
  - Leading indicators to monitor services levels and detect variances
  - Tool to engage employees in goal-setting and improving outcomes
Questions?

Thank you for your time!
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