Clinical Performance Improvement (CPI) solutions designed by the Medtronic Health Systems Advantage team deliver new opportunities for hospitals in outcomes management. Clinical Performance Improvement experts work with hospitals to analyze their outcome data in three areas: clinical, operational and economic. These solutions help to identify measures for improvement within a surgical episode, assess the processes that drive these measures, and create sustainable solutions that address improved quality, reduced episode spend and enhanced patient and provider experience.

Clinical Performance Improvement solutions deliver in-depth analysis of performance, national and regional benchmark comparisons, facility benchmark comparisons, detailed facility and physician scorecards and a roadmap for improvement opportunities.

**The CPI Trifecta Approach**

Medtronic industry professionals, backed by deep clinical and surgical expertise and an understanding of the hospital system, work in tandem with health systems to enhance their ability to collaborate as a multidisciplinary team and deliver solutions that enable sustainable change and improvement.

The CPI "Trifecta" Approach provides strategic insights and hands-on operational support via a dedicated team focused in three key areas: data analytics, clinical operations, and project management with LEAN/SixSigma expertise.

**The CPI Focus: Triple Aim**

Each dedicated CPI team works toward achievement of the “Triple Aim”, better health, better care and lower cost. Triple Aim is a framework developed by the Institute for Healthcare Improvement that describes an approach to optimizing health system performance. Through episode-based analytics in the areas of clinical, operational and economic elements of the end-to-end cost of care, CPI can:

1. Identify opportunities to capture value through improving episode performance
2. Benchmark institution performance as compared to peers
3. Pinpoint areas with variation and the largest potential for improvement

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<th>Phase I: Voice of the Data</th>
<th>Phase II: Voice of the Care Team</th>
<th>Phase III: Voice of the Solution</th>
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<td>Episode-Based Performance Analytics (2-3 months)</td>
<td>Root Cause Opportunity Identification (2-3 months)</td>
<td>Implementation Support (2-4 months)</td>
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<td><strong>Conduct episode-based analytics of provider’s end-to-end cost of care including:</strong></td>
<td><strong>Customized consultation and analysis:</strong></td>
<td><strong>Implementation support:</strong></td>
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<td>• Internal/external benchmarks</td>
<td>• In-depth root cause analysis</td>
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<td>• Cost breakdown and opportunity prioritization</td>
<td>• Care team interviews</td>
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<td>• Quality and utilization monitoring</td>
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<td>• Physician/staff trainings</td>
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Sample CPI Deliverables
The following graphs and tables represent a sample of the clinical, operational and economic analysis and benchmark data that is collected and prepared for each provider.

Analytic Profile of Sample Hospital

Analytical Synthesis
- Major Cost Categories:
  - Surgery Cost (Avg.): $1,291
  - Anesthesia Cost (Avg.): $489
  - LAB Cost (Avg.): $273
- Primary Cost Driver:
  - Anesthesia Cost: 2.67 times higher than national avg.
  - LAB Cost: 5 times higher than national avg.
  - High cost in robotic surgery

Surgeons with highest volume (After excluding complicated cases)

Individual Physician Scorecards
- Individual Physician Scorecards are available.
- Cases are risk adjusted.

PHASE 1
Statistics Review – Volume Variation
- Volume variation was observed when comparing to national statistics.

Detailed Variable Cost – All Hysterectomy
- A comparison of variable costs for hysterectomy procedures between sample hospital and national average.
Transform challenges into opportunities. Contact Medtronic Health Systems Advantage.

The Medtronic Health Systems Advantage team delivers comprehensive solutions to identify and address a broad set of clinical, operational and economic matters that translate to improved quality of outcomes and increased value for providers, payers and employers.

Backed by deep clinical and surgical expertise and an understanding of the hospital environment, the Medtronic Health Systems Advantage team ensures credible and accurate diagnosis and implementation for sustained change management. The team is committed to collaborating with customers for long term, tangible benefits and shared results.

Medtronic is the global leader in medical technology - alleviating pain, restoring health, and extending life for millions of people around the world.