

## REDUCING UNNECESSARY VARIABILITY IN CLINICAL OPERATIONS TO IMPROVE QUALITY, REDUCE COSTS

Hospitals today are experiencing capacity constraints, high cost of care, inadequate care coordination and inefficient use of resources. As new reimbursement models transform the healthcare landscape, it is imperative that organizations find flexible and sustainable ways to deliver quality care.

Huron helps clients navigate the challenges and opportunities created by industry transformation so they may realize and maintain exceptional performance. Its team of consultants bring their depth of expertise and diversity of experience to help clients transform their clinical operations to achieve higher quality of care at a lower cost.

### CLINICAL REDESIGN AND TRANSFORMATION

Huron’s clinical solutions encompass three core areas:

PATIENT PROGRESSION	CROSS CONTINUUM CARE	CLINICAL VARIATION
HURON FOCUSES ON		
Optimizing the transfer of patients through episodes of care by creating efficient processes and coordinating care throughout their inpatient stay.	Coordinating care across the full continuum, inside and outside the hospital walls. This ensures patients receive the appropriate level of care in the right place by the right clinician(s). It also creates models of care delivery that align with the needs of patients with chronic conditions.	Reducing variation in care to improve clinical results and reduce costs. Huron does this by embedding structure and standardizing processes that are reproducible, sustainable, and support the delivery of evidence-based care.
CORE FUNCTIONAL AREAS		
<ul style="list-style-type: none"> <li>Capacity management</li> <li>Interdisciplinary care coordination</li> <li>Case management</li> <li>Departmental flow and operations (e.g., emergency department perioperative, catheterization lab)</li> </ul>	<ul style="list-style-type: none"> <li>Care coordination</li> <li>Readmission management</li> <li>Complex disease and condition care management</li> <li>Access to appropriate care</li> <li>Hospice/palliative care management</li> </ul>	<ul style="list-style-type: none"> <li>Clinical care team accountability</li> <li>Operationalizing care standards and processes</li> <li>Diagnosis-Related Group-focused initiatives (e.g., congestive heart failure, sepsis) and common variable processes (e.g., blood pressure management, antibiotic use)</li> <li>Standardizing tests, treatments, and clinical supplies</li> </ul>
RESULTS		
<ul style="list-style-type: none"> <li>Reduced patient length of stay (LOS) by 5 percent to 10 percent</li> <li>Increased revenue through enhanced patient flow</li> <li>Lowered costs</li> <li>Compensated for improved performance</li> <li>Avoided penalties</li> </ul>	<ul style="list-style-type: none"> <li>Improved financial performance</li> <li>Provided patients with access to the right care at the right time</li> <li>Decreased variability of care and improved quality metrics</li> <li>Increased patient satisfaction significantly</li> </ul>	<ul style="list-style-type: none"> <li>Improved resource management</li> <li>Improved patient-centered communication and care coordination</li> <li>Reduced labor due to decreased LOS</li> <li>Reduced readmissions</li> </ul>

## ABOUT HURON

Huron helps clients navigate the challenges and opportunities created by industry transformation while satisfying today's business and operational needs. Committed to achieving sustainable results, its team of more than 1,200 dedicated consultants develop robust solutions that realize and maintain exceptional financial, organizational, and operational performance. As one of the largest healthcare consultancies in the country, Huron partners with clients to transform large-scale, multi-facility health institutions into high reliability organizations. Huron has:

- Improved revenue operations, developed a workforce optimization model, and completed a feasibility study of VistA as part of its 11-year relationship with the Veterans Health Administration
- Partnered with the Department of Defense (U.S. Army) to help it achieve high reliability
- Provided leadership development and coaching to the U.S. Department of Health and Human Services (IHS)
- Advised more than 450 commercial hospitals, ranging from community hospitals to national health systems

### CORE CAPABILITIES

- Clinical Documentation Improvement
- Clinical Operations Management
- Continuous Process Improvement
- Leadership and Engagement Coaching
- High Reliability Organization
- Organizational Change Management
- Revenue Cycle Improvement
- Supply Chain Optimization
- Strategy
- Technology

### THE TEAM



Comprehensive academic credentials in public health, supply chain, public policy, operations, research, multiple engineering disciplines, and business management



Clinically trained and credentialed in nursing, physical therapy, and other clinical areas



Certifications in health administration, lean principles, and business administration



Experienced in applying private-sector best practices to the public sector

### COMPANY INFORMATION

- Limited Liability Corporation
- Large Business
- NAICS
  - 541219 Other Accounting Services
  - 541611 Administrative Management and General Management Consulting Services
  - 541612 Human Resources Consulting Services
  - 541614 Process, Physical Distribution, and Logistics Consulting Services
  - 541618 Other Management Consulting Services
  - 541690 Other Scientific and Technical Consulting Services
  - 541990 All Other Professional, Scientific, and Technical Services
  - 611430 Professional and Management Development Training
- DUNS - 111367897
- CAGE - 3KVQ9

### CONTRACT VEHICLES



#### Prime Contractor

Professional Services Schedule  
SINs 874-1 & 874-7

#### Subcontractor

VA Transformation Twenty-One Total Technology (T4) Next Generation (NG) • Navy Seaport-e • GSA AIMS Schedule 541 • VA EPES BPA • CDC Global Data and Technical Assistance (G-DATA) BPA • CMS SPARC

### DIFFERENTIATORS

- **Side-by-side** implementation approach with a focus on all levels of the organization
- **Deep bench strength** of more than 1,200 highly qualified personnel
- **Innovative solutions** that are comprehensive, customized, and sustainable
- **Efficient execution** as projects are completed on time and within budget
- **Successful teaming** with small and large organizations, including SDVOSB, VOSB, WOSB and other minority-owned small businesses

### CONTACT

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