

▲ CASE STUDY

AboutHealth Achieves Shared Savings Insight Among Its Members Using Valify

Insights gathered from spending data uncovers waste management savings opportunities

THE CHALLENGE

AboutHealth is a statewide healthcare organization providing access to care for more than 90 percent of Wisconsin's population as well as patients in neighboring states. AboutHealth is committed to improving clinical quality, efficiency and patient experiences through shared practices. As a value-based collaborative, the organization actively pursues system-wide efficiency opportunities in order to pass along lower costs to patients.

Since purchased services comprise up to 45 percent of a hospital's non-labor budget, AboutHealth needed a tool that would allow its members to visualize and benchmark purchased services spend and elevate potential system-wide opportunities to the shared services team at AboutHealth in order to leverage its size and geographic focus to provide better overall value for all members.

AboutHealth selected Valify as its strategic purchased services partner for its enterprise-wide perspective. Valify's solution provides immediate visibility into purchased services spending for more than 1,200 categories to help identify savings opportunities across any department or facility.

“Within any health system right now, getting your purchased services data is extremely difficult and time consuming. Valify addresses data visibility and addresses the ability for collaborative organizations like AboutHealth to provide each individual member clarity into their data that they didn't have before.”

– Joe Blise, Vice President of Shared Services at AboutHealth



QUICK VIEW

6 health systems

48 hospitals

550 clinics

8,000 physicians

94% service area coverage in Wisconsin

RESULTS



GAINED ACCESS to all members' purchased services spend



Discovered vendors not honoring contract terms
ENABLING AN EXPECTED SAVINGS OF 39%



IDENTIFIED OPPORTUNITIES to save through vendor standardization

UNCOVERING WASTE FOR ROI

Before Valify, AboutHealth members were unable to determine with certainty how many vendors they contracted with for any given category. Once full purchased service spend visibility was achieved through Valify, one member identified a savings opportunity by discovering multiple vendors within the solid waste category that were previously unaccounted. Not only did this lack of vendor awareness cause budget accountability problems, these new-found vendors within the category needed consolidation.

“The process was broken, the spend was exorbitant.”

– Joe Blise, Vice President of Shared Services at AboutHealth

In addition to achieving savings by addressing waste management vendor consolidation opportunities, the member also experienced an immediate process improvement in this category by simply reducing the large volume of monthly invoice processing that was needed prior to vendor consolidation.

Due to significant savings and process improvement, AboutHealth is investigating similar waste management savings opportunities for all of its members.

VISIBILITY DRIVES VALUE

It is common among hospitals and health systems to lose visibility once an invoice goes through accounts payable, making it impossible for a purchased services team to confirm whether the contracted price was upheld. AboutHealth members leverage Valify's Project Tracker to quickly and easily detect when a savings initiative is not on target.

Leveraging Valify's Project Tracker, one member discovered a vendor who was not honoring the contract price and was charging additional fees. The member was auto-notified through the Project Tracker and then used data to retrospectively get the savings from the vendor, enabling the organization to expect a savings of 39% that might have otherwise gone undetected.

“Valify gives AboutHealth a common language and common data structure from which to have a purchased services discussion and identify cost-savings initiatives with members”

– Joe Blise, Vice President of Shared Services at AboutHealth

Thanks to Valify, members can easily and proactively identify, build, and track savings opportunities which they use to enhance their purchased services team's expertise. Each can now proactively plan 90 to 120 days prior to a contract's expiration date and are driven by opportunity size and shared savings goals. In addition, members are able to identify savings opportunities through vendor standardization as well as link their local and regional contracts to their monthly spending to actively monitor a contract's performance.



To learn more about how you can uncover savings in your purchased services spending and to schedule a live demo, visit www.getvalify.com