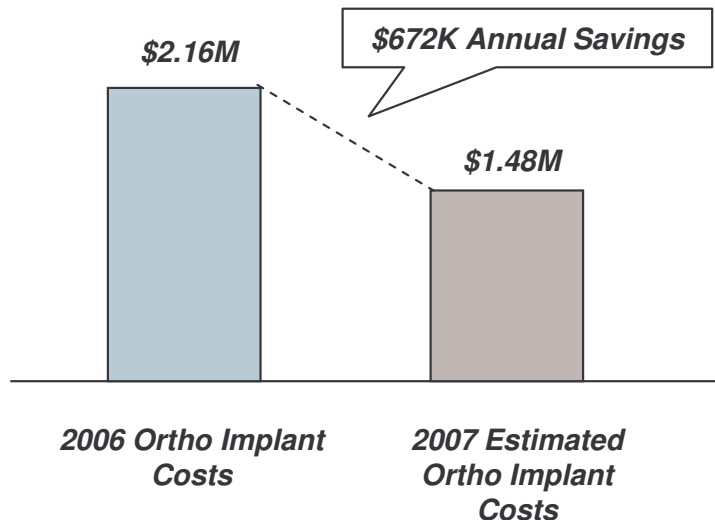


Surgery Compass Case Study - Octavia Hospital¹ Achieves Significant Implant Cost Savings

Organization Profile

Location:	Southeast US
Beds:	275
Facilities:	1
MMIS/ORIS	Lawson/MediTech Magic
Annual Surgical Revenue:	\$60 M
Top Surgical Service Lines:	Ortho, GI, CV, General Surgery

Estimated Ortho Implant Savings



Member Objectives

- Visibility into cost information at the case level
- Understanding how the surgery business is performing compared to similar organizations
- Target high cost procedures for cost savings initiatives

Results / Key Objectives Achieved

- With no previous visibility into cost, executive team had desire to target areas for cost savings
- Multiple orthopedic implant contracts expiring in second quarter, perfect target for realigning prices
- Surgery compass utilized to show that Octavia's orthopedic implant costs much higher than the cohort
- RFP submitted to vendors with lowest average cost per cohort as starting point for total hip, knee and shoulder procedures
- Surgery Compass provided details of direct cost per implant and benchmarking information to improve contract negotiations

¹ Pseudonym.