

CASE STUDY

4 ways to create financial efficiencies

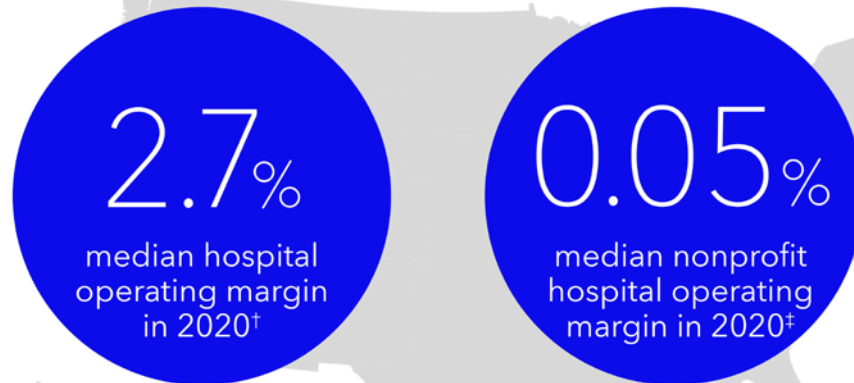
Delivering better patient care while achieving financial goals

We are witnessing rapid changes in the healthcare industry – and with them, new challenges. The rise in chronic conditions has led to greater patient needs, choice of procedures, and cost pressures. In a consolidating market with increasing care delivery options, such as ambulatory surgery centers (ASCs), everyone is competing on multiple fronts and facing staffing concerns. These daunting challenges are complicated by the need to optimize clinical outcomes for better patient care, create efficiencies across the system, and shift away from a fee-for-service model.

To propel your health system's mission of optimizing care for current patients and reaching more people in need, you need to identify financial efficiencies.

New challenges, new opportunities

Health systems are seeking creative ways to address how best to serve communities with tight operating margins.



†Source: [Becker's Hospital Review](#)

‡Source: [Moody's Advisory Board](#)

Our collaboration is focused on helping you identify ways to cut costs and optimize outcomes. We work closely with you, finding ways for you to create and capture value with new markets, patients, and therapies through our expansive portfolio.

Here are four ways we help you do it.

1. Streamline procurement through enterprise offerings

An enterprise-wide approach allows for greater pricing efficiencies and delivers a streamlined approach to procurement, which makes managing your complex business that much easier. The depth and breadth of our therapies means that we can provide solutions not just in a single category, but across our entire portfolio – treating over 70 conditions in the human body.

Every health system faces its own challenges. We want to make sure we build the optimal arrangement for yours. To accomplish this, we offer competitive pricing and work to build contracts based on value, so that we can partner with your enterprise to achieve your goals.

2. Reach new patients with new solutions

Expanding your capabilities with new therapies can open new markets for your health system. Our new therapies and technologies solve unmet patient and system needs, empowering you to reach more patients in more cost-efficient ways. As you invest in new business models, we support minimally invasive solutions that can be done in a variety of care settings and help meet the pressure of shifting patients to outpatient settings. The end goal: helping you serve patients who were previously unreachable.

3. Innovate your care continuum to drive efficiencies

As your health network expands and grows, competing systems and technologies may intermix. This has the potential to create a ripple effect of inefficiencies across your network. Each new therapy added has to be carefully fit into a complex care continuum to create better outcomes at scale.

From therapy development to education and training, we ensure that our technologies provide better economic and clinical outcomes throughout your care continuum. In developing new therapies, our engineers factor in how they operate within your reimbursement and clinical environment. When it is time for delivery, we go beyond simply dropping off the product – we partner with you to optimize implementation.

We lead the market in [training and education](#), supporting physicians and hospitals with resources to standardize and optimize procedures. This can reduce clinical variability and improve patient experiences and outcomes.

4. Reduce outpatient time with minimally invasive therapies

We are accelerating the transition to minimally invasive surgery, which has been shown to generate better clinical outcomes while reducing costs.¹⁻³ These therapies directly take costs out of the health system by shortening recovery time, reducing patient complications, and accelerating discharge. And because these procedures may be more appealing to patients, your health system is a stronger competitor in the market.

Conclusion

If you don't succeed, we don't succeed. When you have the tools to get your patients the right care at the right time, you can focus on taking care of the communities you serve. Through close partnership, we can help your health system be sustainable, so that you can continue to provide quality care for the long run – and to more people who need it.

References

1. Hussain A, Malik A, Halim MU, Ali AM. The use of robotics in surgery: a review. *Int J Clin Pract.* 2014;68:1376-1382.
2. Albani JM. The role of robotics in surgery: a review. *Mo Med.* 2007;104:166-172.
3. Hyun SJ, Kim KJ, Jahng TA, Kim HJ. Minimally invasive robotic versus open fluoroscopic-guided spinal instrumented fusions: a randomized controlled trial. *Spine (Phila Pa 1976).* 2017;42(6):353-358.

Medtronic

710 Medtronic Parkway
Minneapolis, MN 55432-5604
USA
Tel: 763-514-4000
Fax: 763-514-4879

Toll-free: 1-800-328-2518
(24-hour technical support for
physicians and medical professionals)

UC202204697EN ©2021 Medtronic.
L001-09102021
Printed in USA. 10/2021

medtronic.com