Qlik Q® *LEAD WITH DATA™*

THE TOP 12
Transformative Insights in Healthcare

Deliver quick, actionable insights.

Drive informed clinical and operational decision-making.

Optimize financial health and the health of patients.

These are key drivers for healthcare executives across the continuum of care. Escalating healthcare expenditures, lack of interoperability, data overload, and regulatory pressures are today's biggest challenges, necessitating a laser focus on informed decision-making through data analytics.

Data analytics help staff at all levels make better decisions. The challenge in healthcare is no longer finding the data—but making it usable and actionable. Key performance indicators are unpacked, providing visual transparency into trends, concentrations, and anomalies so that attention and resources can be mobilized to create clinical and financial value, and transform the organization.

82% of US healthcare organizations using analytics are seeing clinical benefits, including improved patient care*

54% are realizing improved financial reporting capabilities*

Qlik's data analytics platform has enabled providers around the globe to significantly improve outcomes by identifying and eliminating clinical variation and by realizing operational efficiencies.

Here's what they say...

"**Qlik has been tremendously popular in my environment because it's easy to use.** During a conversation, if somebody has found something, or they wish to investigate something, others can quickly pick up on that idea and go to the source."

—**Danny O'Connor, Chief Executive,** Western Sydney Local Health District, NSW, Australia

"I've never presented to the executive team a more complete picture of multiple business cases with such an overwhelming response to a technology investment. **[Qlik got a] truly remarkable response from the CFO and SVP of Finance!**"

—**Dr. Binu Mathew,** Mercy

Just a few of the many Qlik success stories:

Sahlgrenska University Hospital, the largest teaching hospital in Northern Europe, used Qlik to uncover significant variations in length of stay. It identified and implemented standardized best practices, resulting in a **17% reduction in re-operations**, and a 50-day reduction in patient waiting times.

New South Wales Health (NSW) in Australia used Qlik to transform how they process five billion health records each year. With Qlik, NSW combined costing, clinical, and other data into a single analytical application. This helped them identify high-risk patient groups and variations in clinical care, improving patient outcomes and generating a **total savings of more than $500 million AUD**.

Nemours Children's Health System scaled their analytics capabilities by using Qlik to empower existing staff outside the core Enterprise Intelligence team. Qlik enables Citizen Developers at Nemours to move up the BI Maturity Model, **increasing BI adoption across the organization to more than 70%**, and freeing up the Enterprise Intelligence team to handle more complex and predictive solutions.

More than 2,500 healthcare services organizations currently use Qlik. Here are 12 high-impact solutions many of these organizations now implement.
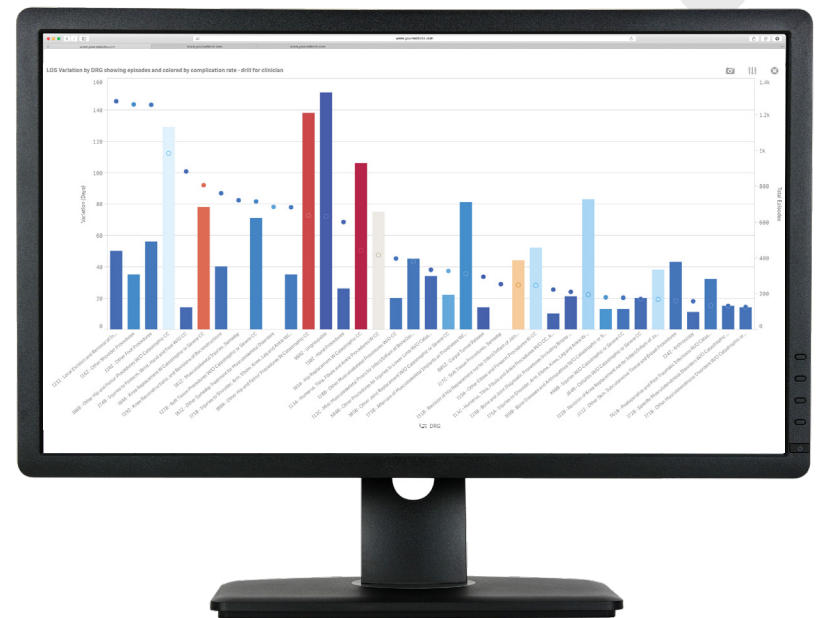
1 Clinical Variation

Use analytics to uncover the causes of clinical variation. Identify and stop ineffective activities and proliferate best practices.

When healthcare organizations need to uncover the causes of clinical variation, they rely on Qlik. To determine the nature of clinical deviations, organizations need to understand their root causes, evaluate them, and determine next steps. With Qlik's 360-degree view of physician performance, in just a few clicks, organizations can analyze clinical activities and costs to compare and identify best practices for different groups of patients. Outliers may indicate inefficiencies or potential innovative solutions.

In this visual drill-down, the user can see variation by DRG along with the number of episodes color-coded by complication rate.

An analysis of orthopedic procedures in Qlik shows LOS variation by DRG across episodes, and is color-coded by complication rate.

2 Predictive LOS and Readmissions

Reimagine the ability to predict optimal care.

In the US and globally, healthcare organizations are tasked with reducing readmissions and managing length of stay (LOS). Taking steps to proactively manage care delivery and streamline processes for mandatory reporting requirements is no easy undertaking—unless you have a reliable data platform to analyze and predict trends and variations within your patient population. These critical insights can be harnessed to improve quality scores and patient care while reducing costs.

3 Revenue Cycle Management

Gain visibility into your organization's current performance and determine what actions are needed to optimize it.

To get an accurate, complete, and timely view of the performance of your healthcare delivery services, you need a solution that identifies opportunities to speed up the revenue cycle. Qlik does exactly that, providing a complete picture that generates actionable insights in every department.

This pre-accounts receivable dashboard allows the user to drill down by provider, facility, and month.

4 Operating Room and Emergency Department Flow

In Qlik, a visual dashboard shows the average bed turnaround time by hour and day of the week.

Knowing who's coming in and out allows you to optimize the capacity and performance of these high-value, high-risk performance areas.

The traditional method of managing the Operating Room and the Emergency Department as care delivery silos has given way to a more tightly-managed approach. By providing real-time visibility, Qlik lets you monitor operations in the two most visible, high-cost, revenue-generating services.

5 Population Health

Explore trends within specific populations. Use the insights to quickly drill down to individual behavior patterns.

Layering publically available data on top of clinical and claims data allows organizations to proactively stratify risk, intervene with preventive care, close care gaps, and more.

Qlik empowers users to uncover actionable insights in real time by making data easy to explore, visual, and actionable.
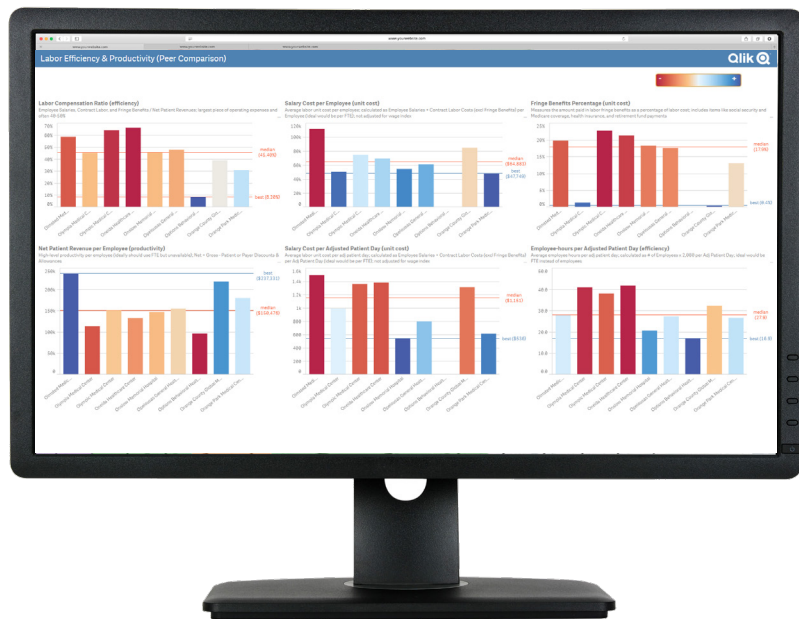

A geospatial visualization with color-coding based on the most common diagnoses within the county. Dots represent zip codes and show provider density.

6 Labor Productivity/ Workforce Analytics

Timely access to consolidated data means the right staff can be available in the right place, at the right time.

Efficiently gathering and analyzing workforce data from disparate sources is essential to achieving optimal staffing levels across departments. Qlik gives you this capability, enabling you to tie together your human resources, staffing, and clinical systems to prevent staffing shortages or overages.

A department-to-department comparison dashboard of labor efficiency and productivity by facility.
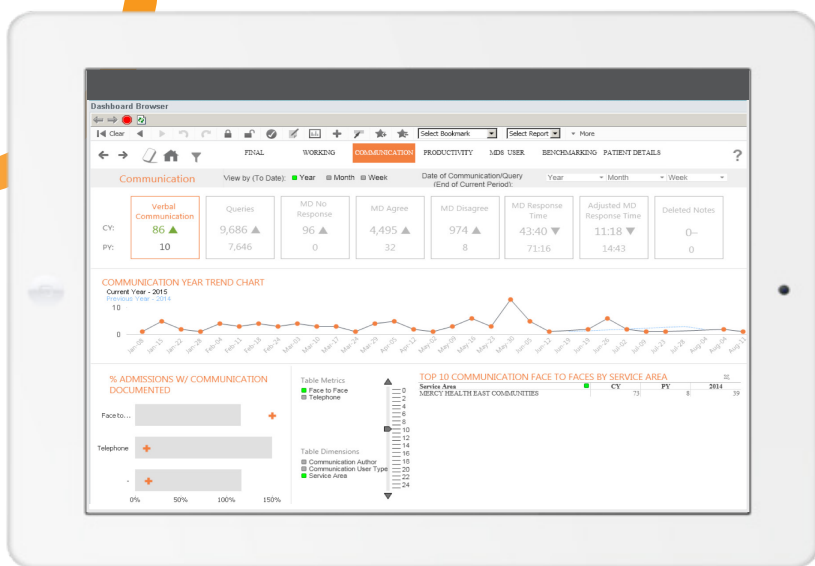
7 Clinical Documentation Improvement (CDI)

Gain insight into coding complexity and discover a shorter road to reimbursement.

Gone are the days when accurate healthcare coding was left up to a manual, paper-based workflow. Qlik's CDI application gives you the visibility you need to set new processes in place and optimize the EHR, leading to improved claims submissions.

A dashboard drilling down into verbal communication trends between providers and patients.
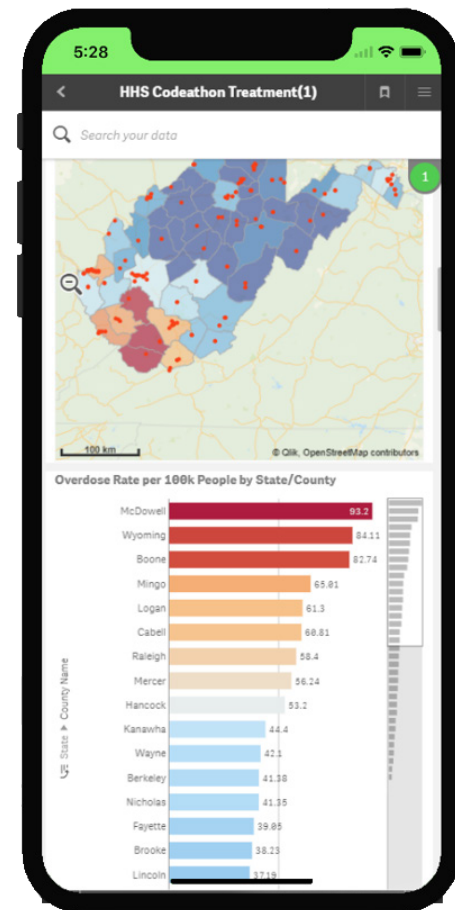
8 Pharmacy and Medication Utilization and Supply Chain

Gain visibility into the supply chain and improve inventory control.

Improve your ability to monitor the pharmacy supply chain by understanding how medication is being prescribed and used. Qlik's associative model enables you to see your whole supply chain and proactively optimize order timing and quantity.
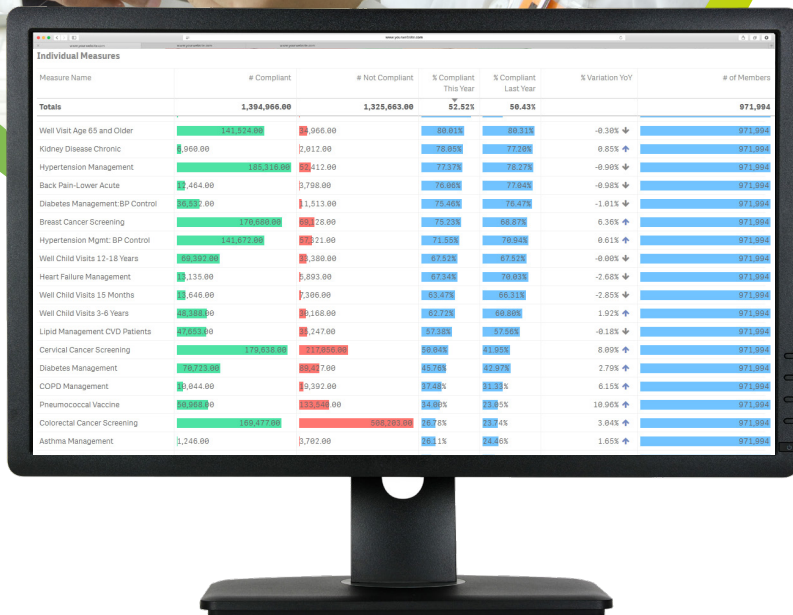
A geospatial visualization of the overdose rate per 100,000 people by state and county.

9 Clinical Quality

Develop a template for deep monitoring and analysis of clinical quality measures.

The implementation of MACRA and similar government patient quality related programs globally has increased the clinical and financial significance of monitoring and meeting quality metrics, whether you participate in MIPS or APMs. Qlik drives in-depth understanding of, and ability to optimize, quality trends across any variable.
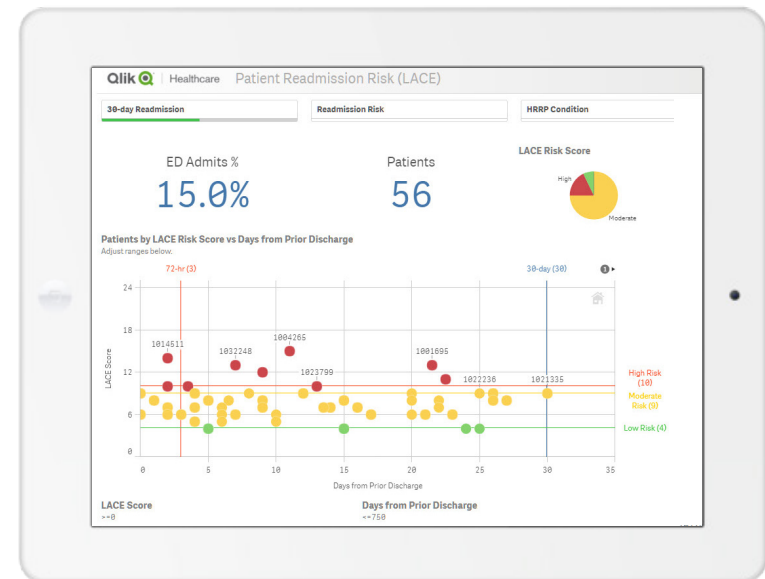
A Qlik dashboard analyzing compliance and clinical variation for members by encounter.

10 Care Transitions and Coordination

Manage care coordination costs throughout the continuum of care.

Having data that informs the most appropriate care transition plan and post-acute care path can substantially reduce care coordination costs. Qlik's data analytics platform guides users to deliver the right care at the right time, significantly decreasing costs associated with poor engagement and no-shows.

An analysis of patient readmission risk vs. days from prior discharge.

11 Patient Experience and Engagement

As patients have become more demanding healthcare consumers, it's imperative for healthcare organizations to have accurate, timely data that improves their ability to attract, engage and retain patients.

No longer passive recipients of healthcare, patients are demanding cost transparency and more convenient services, finding their voice with increased buying power. Qlik introduces tools for tracking satisfaction and retention at a time when it has never been more important for providers to remain competitive and gain market share.

With Qlik, users can see Press Ganey results at-a-glance, exploring scores by physician and by hospital.

12 Executive Dashboard

Executives can easily see a high-level overview of performance across departments such as surgery, emergency, finance, and nursing.

Make aggregation the means to achieving your performance goals.

Get a whole new perspective on how to assess basic KPIs and key care indicators. Qlik's highly customizable executive dashboard provides easy-to-understand results—allowing users to more clearly see the relationship between critical financial, quality, patient flow and workforce data points. Everyone—from the executive team to the care team and even the patients themselves—can access the insights needed to facilitate better health for patients and a better bottom line for the organization.

About Qlik

Qlik delivers intuitive data analytics solutions to more than 2,500 healthcare customers across the globe. Our world-class industry solutions, combined with our comprehensive consulting, training, and support services, ensure our customers get the most from their Qlik implementations. We bring specific healthcare industry and functional-level experience to our customers, driving rapid understanding of your unique business problems.

See how Qlik is transforming healthcare by visiting us at **qlik.com/healthcare**

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