



Hospital Saves \$700,000 Annually Through Powerful New Insights

CQInsights Supports Comprehensive, Evidence-Based Outcomes/Cost Analysis of Clinical Service Lines

“The unique thing about CQInsights is that it connects all the dots so that we can get a clear answer. I’ve been in this industry for 35 years, and that’s unheard of. I think this is a model for the future. We can no longer be myopic in looking at just the cost of products that are purchased. We need to evaluate the whole continuum of care.”

-- Thomas Beall, Director of Supply, Purchasing and Cost Management for Halifax Health

Background

Halifax Health is a 678-bed hospital in Daytona Beach, Florida, which originally opened in 1928. Halifax Health provides a continuum of healthcare services through a network of organizations including a tertiary hospital, a community hospital, psychiatric services, four cancer treatment centers, the area’s largest hospice organization, and a preferred provider organization.

Thomas Beall, Director of Supply, Purchasing and Cost Management for Halifax Health, actually came out of retirement to return to his former employer. He was excited to have new authority to target areas of cost quality that would bring real value to the organization. With the authority to look across all departments, one area of focus was ventral hernia repair mesh. During this process, he discovered a methodology through CQInsights that could deliver dedicated value in many clinical areas of the hospital.

The Challenge

Beall worked with Surgical Momentum, now CQInsights, for over 4 years to identify the real costs and clinical outcomes of different types of repair mesh. The goal was to link outcomes for ventral hernia repair to cost parameters and reimbursement, but the challenge was collating data in a way that was truly objective and meaningful. Findings from the project were presented to the Technology Assessment Panel of Halifax Health.

“Typically, in this industry, it’s backward as there is no correlation between the outcomes of the products and the pricing,” stated Beall. “Everything is in silos. Companies will often pay for research, but it focuses on only on specific set of parameters, and their documentation may be sketchy at best. Some of these ‘evidence-based’ studies only show improved outcomes for 60 days. We collected a tremendous amount of outcomes data for years—not just clinical-based, but patient-based opinion on the effect of the mesh on their lives. That’s what is so powerful about what we are trying to do.”

CQInsights Unleashes the Power of Data

CQInsights worked with Halifax Health to hone evidence-based conclusions from the massive amount of information collected. “CQInsights’ strength is that it is physician developed,” explained Beall. “Having Dr. Bruce Ramshaw, a world-renowned surgeon, as the company’s founder and as a champion is extremely powerful. It’s more than just a bunch of programmers that think they know what information is needed and how it should be presented. The whole process has been very enlightening and educational for hospital executives, surgeons and manufacturers.”

Conclusion

Based on the cost data supplied by Halifax Health, and outcomes provided and analyzed through CQInsights’ propriety methodology, it was proven that synthetic and absorbable mesh performed as well as biologic mesh. This meant that biologic mesh, costing as much as \$22,000 for a single, large section, could be eliminated. CQInsights and Beall shared this evidence with other ventral hernia surgeons at Halifax Health. The result was an annual savings of \$700,000 for the hospital.

“Beyond ventral hernias, this type of analytical protocol can be used with any other service line,” declared Beall. “Right now, we’re looking at migrating this cost analysis methodology to breast reconstruction. This field also utilizes very expensive biological meshes, but we must ask ourselves: ‘What is the evidence-based thinking behind this?’”