



**CUSTOMER OVERVIEW**

**Trinitas Regional Medical Center**

Elizabeth, NJ, USA

- Full-service Catholic teaching hospital
- 2 major campuses
- 554 beds
- 10 operating rooms
- 17,000 inpatients annually
- 70,000 emergency patients annually
- Allscripts EHR

# More Efficient Perioperative Staffing and Block Scheduling to Drive Bottom-Line Revenue

By leveraging Hospital IQ’s powerful operations management system to review block utilization, identify staffing cost waste, and forecast staffing levels, **Trinitas Regional Medical Center** is now positioned to:



Increased operating room utilization by 9%



Automated report generation and analysis to reduce the time using manual processes and spreadsheets by 50%



Increased perioperative productivity by decreasing staff idle time by more than 4%



Reduced labor cost by 7% with dynamic staffing structure

“ We’re able to look at data—by hour and days of the week—to remodel staffing requirements going forward. We’ve made modifications based on actual historical utilization and now have predictability about what resources are or are not required. With dynamic staffing the OR was able to flex its staff based on the demand. ”

Gloria Lockett  
**Perioperative Administrative Consultant**




# TRINITAS REGIONAL MEDICAL CENTER'S CHALLENGES

Trinitas Regional Medical Center needed to reduce cost waste linked to staffing in their operating rooms. Trinitas lacked the ability to match specific staff skill sets with certain cases and build a staff structure that aligned with surgical demand. Some staff were idle during work hours while some staff were working overtime hours. Trinitas needed trustworthy and organized data to correctly assign staff where their skills would have the most impact.

The Perioperative team at Trinitas knew block utilization in their ORs also needed to be addressed. Higher block utilization would lead to increased surgical volume, allowing hospital administrators and surgeons to match demand.

The manual calculation reports process to understand both block utilization and resource allocation was time-consuming. Paper documentation created to help the process were not easily actionable, and Trinitas was not financially able to hire a person dedicated to help with the organization and implementation of collected information.



“ It’s better for forecasting, too...using the ‘what-if’ and simulation modeling tools you can put in your parameters and choose the scenarios that are the best fit for the institution and share that information with the management team before implementing anything. It’s very meaningful data, necessary for making business decisions. ”

Gloria Lockett  
**Perioperative Administrative Consultant**

# Hospital IQ's Perioperative Solution

Hospital IQ's Perioperative Solution increased revenue by cutting down on idle staff. The solution assisted coordinators to assign staffing using robust reporting and drill-down validations to better match surgical needs, placing staff with the correct skills to specific cases. Coordinators examined data by hours and days of the week to remodel staffing levels and requirements. To make the staffing process even more efficient, dashboards helped forecast "what-if" scenarios and simulation models to help staffing levels during times of high patient volume.


Hospital IQ's Perioperative Solution also provided Trinitas with analytics and modeling tools to better manage and regulate block utilization and on time first-case starts. With actionable data, Trinitas was able to identify where block utilization needed to be improved and how to optimize block scheduling.

## Benefits Achieved and Value Created

By leveraging the Hospital IQ's Perioperative Solution, Trinitas Regional Medical Center has the potential to increase revenue by 9%, and increase operating room utilization from 71% to 80%.

On average, hospitals can spend \$700,000 a year in labor costs. With the Hospital IQ's Perioperative Solution, managers were able to determine cases where OR staff could be decreased, allowing Trinitas to save 5% in labor costs and free up half of a Full-Time Equivalent (FTE) employee's time. Additionally, the ability to flex staff based on surgical demand decreased idle time of staff by more than 4%.

HIQ's Perioperative Solution provided automated and accurate reports for surgical planning, saving 50% of the time with manual processes and spreadsheets. The solution was able to provide results without hiring a manager dedicated full-time to the task. Trinitas is continuing to track results and improve the operations of their operating rooms.



“ These reports and dashboards are so robust and important, providing accurate information for meaningful decision making. ”

Gloria Lockett  
**Perioperative Administrative Consultant**

### About Hospital IQ

Hospital IQ is a team of industry veterans who are passionate about working closely with health systems and using collective knowledge and experience to drive operational innovation and improved performance.