

**Chi Solutions, Inc. Presents:**

**Benchmarking: Knowledge is Power**



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# Benchmarking Overview

## Why is Benchmarking Powerful?

- Benchmarking data provides a tool to gain perspective on how a laboratory performs compared to similar peers.
- Benchmarking data identifies specific metrics within the laboratory where there are actionable opportunities for improvement.
- Benchmarking data provides information to set performance expectations.
- Benchmarking data is used as a tool to monitor performance and manage change.



# Benefits of Benchmarking

## Key Benefits:

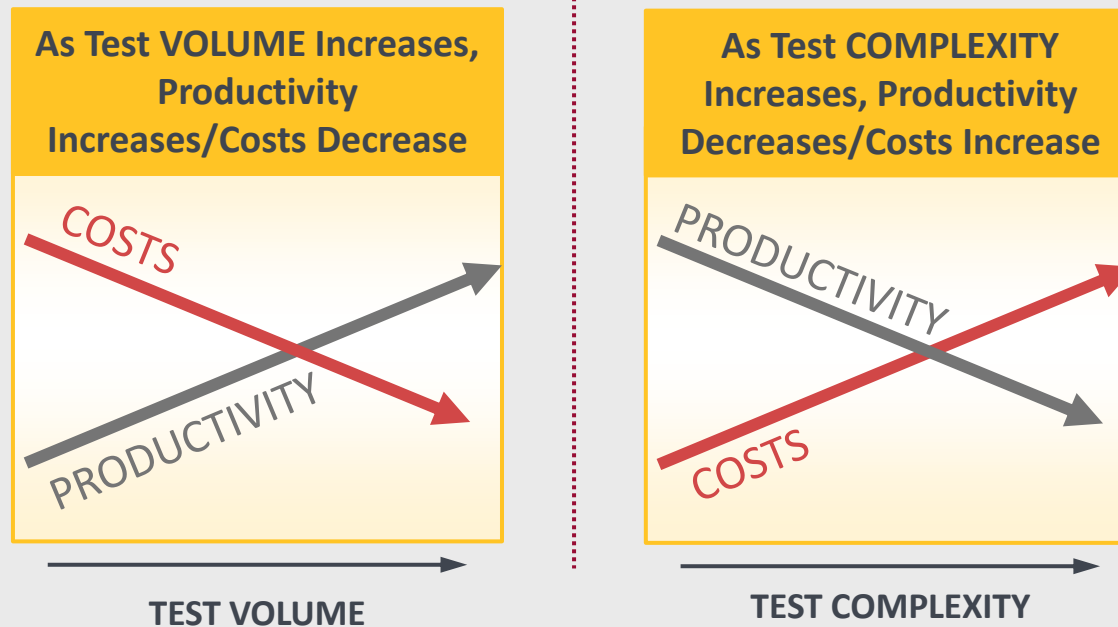
- **Prioritizes opportunities for improvement.**
- **Converts data into actionable intelligence.**
- **Provides information to build a business case and engage key decision makers.**
- **Tracks progress of action steps implemented.**
- **Promotes discussion based on facts rather than assumptions.**
- **Fosters a spirit of enthusiasm to be a competitive leader.**

# Leveling the Playing Field

What constitutes a peer in benchmarking?

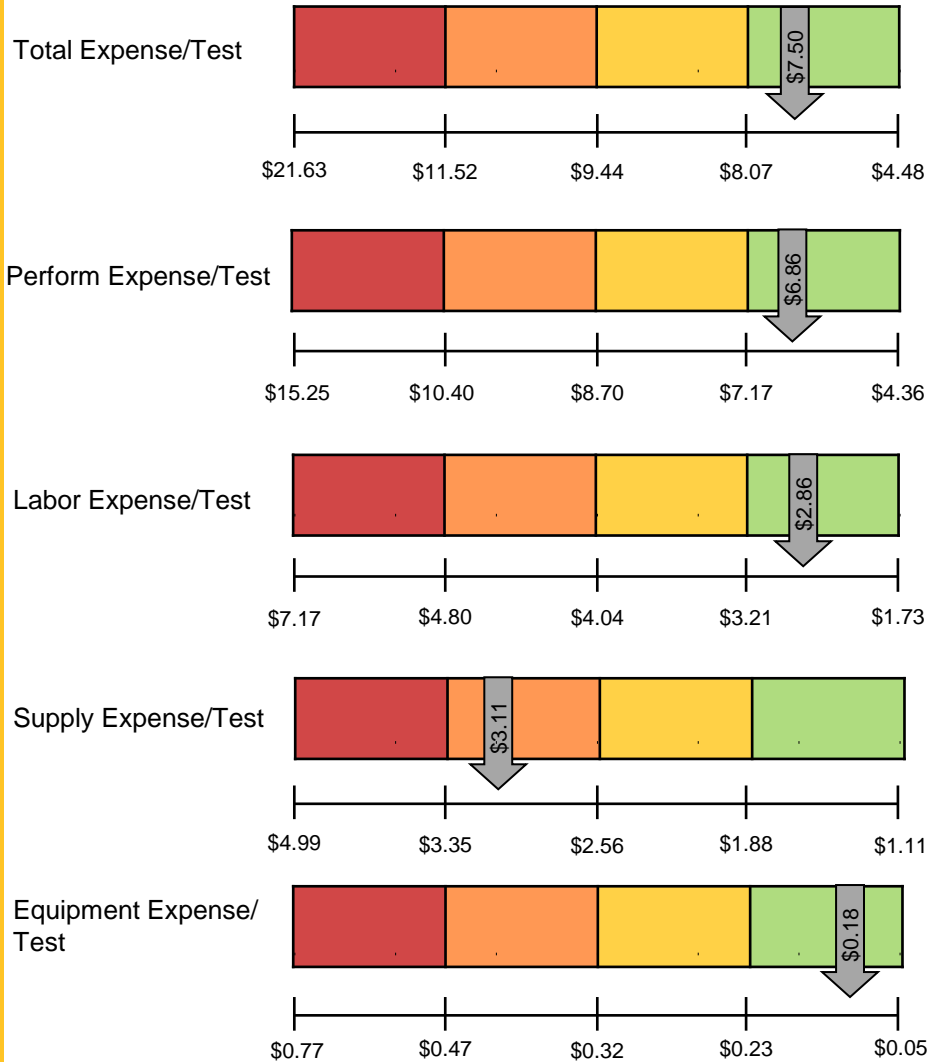
- Benchmarking results are dependent on the strength of the peer selection.
- Multiple variables are critical to ensuring a level playing field.

## Benefits of Measuring Both Volume and Complexity



# Interpret the Results

# Case Study #1



- 700-bed facility in Southeast region
- Part of a 13-hospital regional health system
- Performs 2.0 million tests annually (97.1% of all testing)
- Test Complexity Index (TCI) of 0.98 (1.0 = Typical full-service hospital)

	Case Study Result	Peer Group 75th %tile	Case Study Rank
<b>Unit Costs</b>			
Total \$/Test	\$7.50	\$8.07	81.7%
Perform \$/Test	\$6.86	\$7.17	81.2%
Labor \$/Test	\$2.86	\$3.21	83.3%
Supply \$/Test	\$3.11	\$1.88	34.9%
Eqpt \$/Test	\$0.18	\$0.23	88.4%

Peer Count = 27

Legend:



➔ Your Result

# Case Study #2



- 900-bed facility in Midwest region
- Stand-alone hospital
- Performs 4.5 million tests annually (97.5% of all testing)
- Test Complexity Index (TCI) of 1.27 (1.0 = Typical full-service hospital)

	Case Study Result	Peer Group 75th %tile	Case Study Rank
<b>Unit Costs</b>			
Total \$/Test	\$9.22	\$8.98	70.9%
Labor \$/Test	\$3.36	\$4.33	96.7%
Supply \$/Test	\$2.76	\$2.34	59.2%
<b>Productivity</b>			
Test/Total Hr	8.28	6.43	96.3%
Tests/Tech Hr	16.13	17.67	52.7%

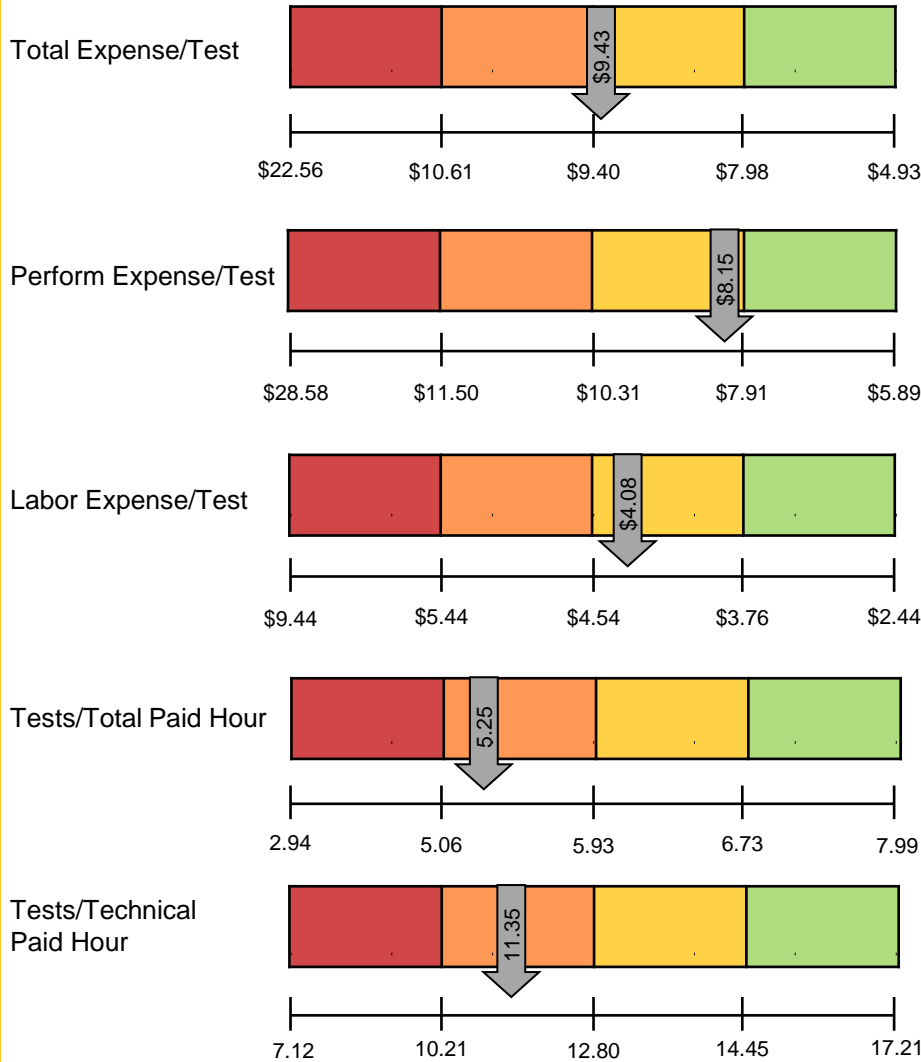
Peer Count = 26

Legend:



➔ Your Result

# Case Study #3



- 300-bed facility in Midwest region
- Part of a 10-hospital regional health system
- Performing 800,000 tests annually (95.4% of all testing)
- Test Complexity Index (TCI) of 0.82 (1.0 = Typical full-service hospital)

	Case Study Result	Peer Group 75th %tile	Case Study Rank
<b>Unit Costs</b>			
Total \$/Test	\$9.43	\$7.98	50.5%
Perform \$/Test	\$8.15	\$7.91	71.0%
Labor \$/Test	\$4.08	\$3.76	58.4%
<b>Productivity</b>			
Test/Total Hr	5.25	6.73	30.3%
Tests/Tech Hr	11.35	14.45	34.1%

Peer Count = 28

Legend:



➔ Your Result





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Q&A

ACCESSIBLE. ACCURATE. ACTIONABLE.

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