

## Accumen® - Profoundly Impacting Healthcare™

Founded in 2011, Accumen partners with health systems to set new standards of performance in the hospital - performance that drives higher quality, better service and unprecedented value. Accumen also supports health systems looking to make shifts toward value-based and patient-centric care through an innovative customized approach and proprietary technology.

### Services

Using a proven blueprint, innovative customized approach and proprietary technology, Accumen delivers demonstrated results in Laboratory Operations and Patient Blood Management with solutions that are designed to help clients create healthier labs, healthier hospitals and ultimately, healthier communities.

**Laboratory Operations:** 70% of patient diagnoses originate in the laboratory. Yet, most labs operate at 40% of efficiency. By partnering with clients to help them more efficiently operate their labs, rather than providing independent or outsourced laboratory services, Accumen helps health systems retain control of the continuum of care within their own facilities.

Likewise, the company's method helps clients achieve measurable improvements in lab excellence and efficiency through a comprehensive approach to people, process and technology that both optimizes and modernizes hospital lab operations. Accumen's laboratory transformation program includes:

- Service line optimization
- Test menu optimization
- Integrated lab supply management
- Outreach management
- A proprietary Laboratory Management Solution offering

**Patient Blood Management:** Published studies suggest that up to 40 to 60% of all blood transfusions are unnecessary or even avoidable. Accumen strives to reduce the number of unnecessary and avoidable blood transfusions through its Comprehensive Patient Blood Management program (cPBM). At the core of Accumen's cPBM vision is a patient-centered model that addresses blood product utilization, transfusion safety and proactive strategies designed to avoid or reduce unnecessary transfusions which place patients at risk.

An Accumen cPBM program results in rapid and sustainable improvements in blood utilization and can lead to reductions of inappropriate blood use by as much as 60%. The program focuses on evidence-based transfusion practices and proactive strategies designed to:

- Improve transfusion utilization and transfusion safety
- Optimize recognition, diagnosis and management of anemia
- Minimize bleeding and blood loss

### Market Opportunity

Accumen will be a key player in optimizing and modernizing a \$68 billion hospital lab industry by delivering value to health systems through a comprehensive approach to managing their laboratories. In 2015, the company created \$75 million in direct value – \$55 million in productivity and savings and \$20 million in outreach growth.

### Key Clients

Accumen's clients are leading health systems across the country including Sharp HealthCare (CA), ACL Laboratories (WI), Advocate Health Care (IL), Aurora Health Care (WI), St. Joseph's/Candler (GA), HonorHealth (AZ), Capital Health (NJ), Mercy Health (MO) and Parkview Health (IN).

Company Headquarters: San Diego, CA  
Employees: 125

#### Senior Leadership:

[Jeff Osborne](#) | President and Chief Executive Officer  
[Jim Brady](#) | Chief Operating Officer  
[Erin Lafferty](#) | Chief Financial Officer  
[Ted Landis](#) | Executive Vice President of Growth & Strategy  
[Irwin Gross](#) | MD, Senior Medical Director  
[Jarrod Panza](#) | Executive Vice President & General Counsel  
[Cindy Judd](#) | Chief Marketing & Communications Officer  
[Renee Fisher](#) | Vice President Talent and Culture  
[Jeffrey H. Myers](#) | Vice President, Consulting

#### Board:

[Bill Green](#) | Chairman of the Board  
[Edgar Bronfman Jr.](#) | Director  
[Michael Cline](#) | Founder & Director  
[Sen. Tom Daschle](#) | Director  
[Etienne Deffarges](#) | Director  
[Steven Epstein](#) | Director  
[Phil Pead](#) | Director  
[Anne-Marie Shelley](#) | Director  
[Bob Stanek](#) | Director

### About Accumen

Accumen and Chi form a leading healthcare transformation company that provides end-to-end services and laboratory solutions in consulting, execution, utilization, and outreach support. We partner with hospital and health system laboratories to set new standards of performance in clinical laboratory management—driving higher quality, patient safety, better service, and unprecedented value. Accumen and Chi deliver results in laboratory operations, outreach, and patient blood management using a proven blueprint, innovative approach, and insight-driven proprietary technology to create healthier labs, healthier hospitals, and ultimately, healthier communities.

Accumen – *Accelerating Breakthrough Performance*®  
Find out more at [Accumen.com](http://Accumen.com) or [ChiSolutionsInc.com](http://ChiSolutionsInc.com)