



LEVERAGING THE RIGHT IMAGE AND REPORTING PLATFORM IN CARDIOLOGY FOR OPTIMAL PERFORMANCE AND OUTCOMES

A FROST & SULLIVAN EXECUTIVE WHITE PAPER

Daniel Ruppap, Consulting Director

Atiya Hasan, M.D., Consulting Analyst

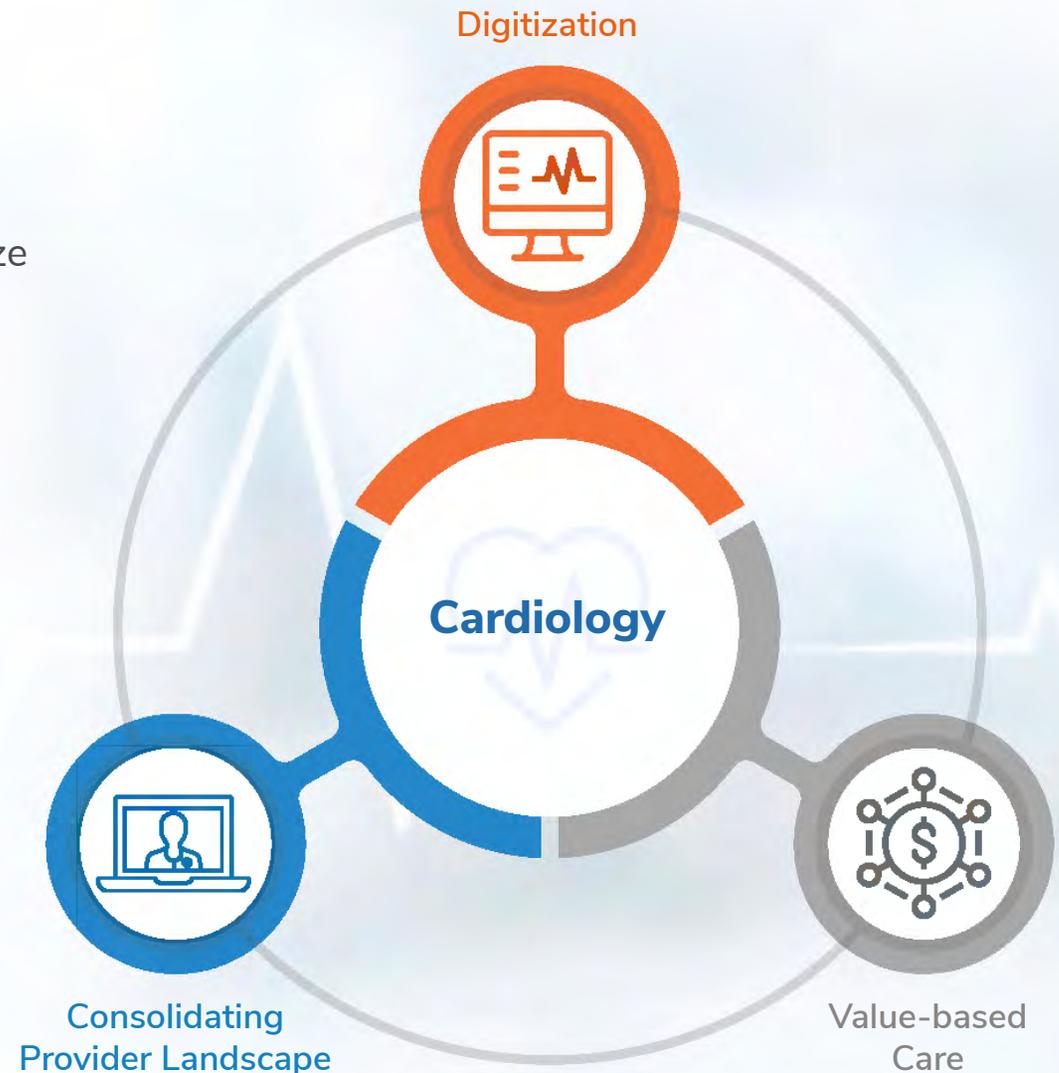
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A DYNAMIC PROVIDER ENVIRONMENT IMPACTING CARDIOLOGY

DIGITIZATION, the shift to **value-based care** and risk-sharing payment models, and **provider landscape consolidation** have changed IT solution requirements to optimize clinical and non-clinical areas of operation and performance.

Cardiology groups, service lines, and practices will continue to face a dynamic environment of change, catalyzing **THE NEED TO HAVE THE RIGHT IT STRATEGY IN PLACE** to provide the best care for patients, the best experience for themselves, and optimal outcomes and financial performance.



THE IMPACT OF DIGITIZATION

The volume of enterprise-held diagnostic imaging data, including structured and unstructured data, is growing as medical technology solutions progress along the digitization pathway.

Data management and data curation will be the greatest assets to organizations capable of handling them effectively.

Data growth catalyzes the need for higher utility from data where providers leverage innovations in analytics and reporting to enable performance improvements, the transition to value, and deliver the best and most informed care possible.

Digitization of healthcare means that **DATA IS A CORE ASSET OF VALUE TO PROVIDERS** and will increase in worth for optimal business and clinical performance.



THE IMPACT OF VALUE-BASED CARE

The continued progression and market exploration of value-based payments in the move away from fee-for-service has changed the way organizations operate, given shifts in how providers are paid for services.

Providers are managing an increasing mix of value-based payment contracts, and value-based payment is expected to be the predominant revenue model for all providers and payers in the future.*



The move away from fee-for-service and the progression toward value-based care requires an **INCREASING FOCUS ON QUALITY OF CARE**, operational efficiency, and improved outcomes.

*Source: Frost & Sullivan, "Assessment of the US Revenue Cycle Management Market, Forecast to 2024," January 2020.

CHALLENGES IN CARDIOLOGY INFORMATICS AND PRACTICES TODAY

Need for clinical and non-clinical optimization

Including operational efficiency, consistency in services, clinical outcomes, better decision-making, quality improvements, and patient and provider engagement.

An evolving mix of diverse and disparate data

Growing data sources include enterprise medical technologies, including from cath labs (which generate data sets comparable to a multi-slice CT), echo, nuclear medicine, and remote cardiology diagnostics, among others.

Moving from silos to an enterprise strategy

The need to shift and evolve from data in silos to an enterprise strategy, including moving to centralized applications and viewers versus having separate systems.

Cardiology is changing, given market, financial and technology shifts, rapidly evolving requirements, priorities, and the need for effective clinical practice.

FACTORS OF IMPORTANCE FOR CARDIOVASCULAR INFORMATION SYSTEMS (CVIS)

FACTORS OF IMPORTANCE FOR CVIS MOVING FORWARD

Providers need to prepare for the growth of data, changes in service requirements from cardiology informatics systems, as well as patient demand for services in terms of scalability and flexibility.



The right CVIS will have capabilities that support end-users and the organization in **DELIVERING BETTER CARE.**

FACTORS OF IMPORTANCE FOR CARDIOVASCULAR INFORMATION SYSTEMS (CVIS)

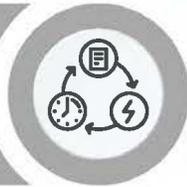
CVIS CAPABILITIES SUPPORTING END-USERS

Productivity



A CVIS that provides data drives improvements in clinical and non-clinical aspects of business performance and efficiency.

Workflow



The right CVIS should have features such as auto-population of measurements, easy-to-use drop-down menus, ability to pull relevant data from previous reports in a study, and customizable templates.

Integration



The chosen CVIS should effectively communicate with other systems via a standard, such as HL7, bi-directionally, as well as interface in a neutral fashion with different PACS systems deployed in the organization.

Mobility



The CVIS should support app-based mobile device viewing, access, image sharing, web-based PACS access, and a zero-footprint portal for referring physicians.

Collaboration



A CVIS with the right structured reporting and referring physician access can provide high-quality and standardized data for use in organizational analytics and easy-to-read analyses by different physicians using standardized nomenclature, thereby supporting effective care team communication.

FACTORS OF IMPORTANCE FOR CARDIOVASCULAR INFORMATION SYSTEMS (CVIS)

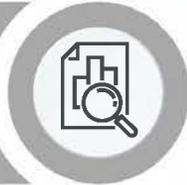
CVIS CAPABILITIES SUPPORTING THE ORGANIZATION

Reporting



A CVIS that is highly customizable in terms of templates, image attachments, fields, standardized terminology, and other factors allows facile analysis of findings between physicians and reports.

Analytics



Analytics must drive clinical, financial, and quality insights, including clinical decision support, and allow for data mining, disease and procedure tracking, and monitoring a spectrum of use cases from the population down to the individual patient.

Revenue Optimization



The right CVIS will have a direct impact on coding, standards, and consistency in reports that positively support optimal RCM, in addition to enabling other performance factors and clinical outcomes.

CHOOSING THE RIGHT CVIS

Embrace the Cloud

- ▶ According to Frost & Sullivan research, we are currently in an acceleration phase for adoption of cloud-based imaging informatics and XaaS models.¹
- ▶ **Providers should embrace a cloud-based approach** (whether health system or vendor-hosted) as it enables provider organizations to **focus more on patient care versus IT** and can help overcome financial roadblocks to new investments.

SELECT BENEFITS FROM A CLOUD-BASED CVIS



Source: 1-Global Cloud Imaging Informatics Market, Report K135, Frost & Sullivan, October 2017.

CHOOSING THE RIGHT CVIS

Support the needs of all organizational stakeholders

- ▶ Choose a CVIS that positively impacts all stakeholders involved in cardiology services, including administration/C-suite, cardiologists, technologists, and IT.
- ▶ Cardiology informatics and other health IT solutions, which resonate with the needs and outcome desires of all important stakeholders within an organization, provide greater ROI and value from the investment.



ADMINISTRATION



CARDIOLOGISTS



TECHNOLOGISTS



IT

CHOOSING THE RIGHT CVIS

Future-proof Your Informatics Strategy

- ▶ Invest in a single-platform CVIS that works with all cardiology modalities versus fractured sourcing approaches of the past.
- ▶ Structured reporting should be seen as a mandatory requirement that drives benefits across a multitude of critically important needs in cardiology, including workflow, mobility, collaboration, analytics, revenue, and patient outcomes.

The right health IT roadmap and solutions can prepare cardiology departments, service lines and groups for the future, in terms of technology and the ability to meet changing demands and expectations for patient services.

NEXT STEPS

1

Take stock in the various challenges your organization is facing with its current cardiology informatics strategy.

2

Create strategic imperatives where a CVIS can make a difference in staff satisfaction, financial goals and clinical outcomes.

3

Consider CVIS capabilities that enable end-users and the organization to perform at the highest levels.

4

Look for a cloud-based CVIS with structured reporting that is customizable, drives quality, and is scalable.

5

Leverage a vendor that has strengths in diagnostic imaging, cardiology informatics and data analytics, provides support services, and is committed to innovation.

NEXT STEPS

- **Schedule a meeting with our global team** to experience our thought leadership and to integrate your ideas, opportunities and challenges into the discussion.
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- Visit our **Digital Transformation** web page.
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Frost & Sullivan
3211 Scott Blvd
Santa Clara CA, 95054

Read the entire white paper: <https://www.hitachihealthcare.com/structured-reporting-cv-information-system/>

SILICON VALLEY

3211 Scott Blvd
Santa Clara, CA 95054
Tel 650.475.4500
Fax 650.475.1571

SAN ANTONIO

7550 West Interstate 10
Suite 400
San Antonio, TX 78229
Tel 210.348.1000
Fax 210.348.1003

LONDON

566 Chiswick High Road
London W4 5YF
Tel +44 (0)20 8996 8500
Fax +44 (0)20 8994 1389