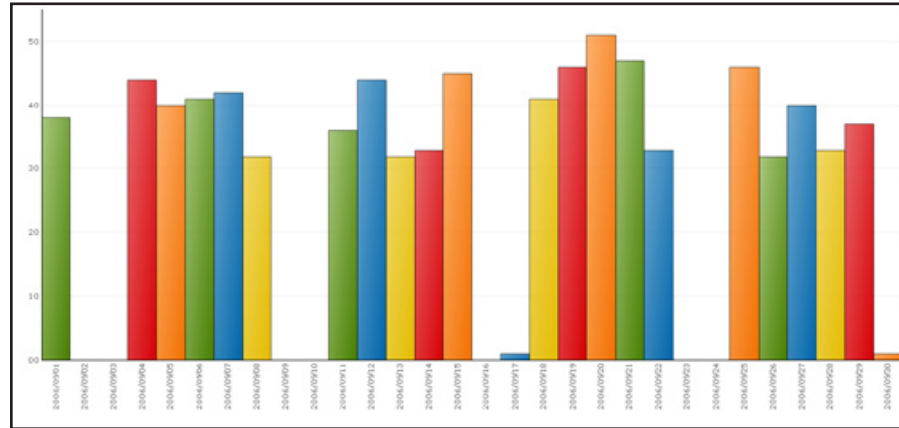


## Contract/Payer Monitoring

IntelliMax makes it simple to display comparisons between individual patient episodes and to provide up-to-date monitoring of financial performance against purchaser contracts or do payer analysis. It can provide the actual performance against contract details such as number of cases, case weights, dates, price and cost to reach contract profitability.

Pricing for contracts requires a thorough understanding of resources to be consumed for every Procedure or DRG. IntelliMax provides this and provides Financial Protocol information to use as a basis for price formulation and negotiation.



Capacity utilization is a major problem in virtually all hospitals and IntelliMax provides instantaneous graphical views on utilization such as Operating Rooms, Laboratories, Accommodation or any other facility. Opportunities for filling capacity are easy to evaluate using the cost variability information that is provided.

## Technical Information

IntelliMax is a web-based solution that runs on most SQL type databases.



**Let Cortell Health Help your Hospital Improve Profitability.**

### Cortell Health

USA +1 972 241 6080

Australia +61 2 9438 3940

New Zealand +64 9 580 2200

Thailand +66 85 1332246

[info@cortellhealth.com](mailto:info@cortellhealth.com)



Helping Hospitals Improve Profitability and Performance with

# IntelliMax™

a Unique New Product

**A Comprehensive Business Intelligence Solution**  
that **Helps Hospitals Improve Performance** by focusing on:

### Profitability Analysis

– Service lines, DRGs, APCs, Procedures, Patients/Segments and Clinicians

### Quality and Outcomes

– Patient satisfaction, readmissions, errors, mortalities and many more

### Productivity

– Nursing and clinical staff and impacts on costs

### Utilization

– Utilization of medical equipment, facilities, identification of bottlenecks and waste

### Revenue

– Revenue cycle analysis, modeling and patient mix

### Supply Chain and Spend Analysis

– Drugs, implants, consumables and vendor analysis

### Contracts and Payers

– Contract/payer profitability, pricing and volume analyses

### Benchmarks

– Linking clinical to financial protocols and best practices

### Risk Management

– Reducing variation and outliers, conforming with best practice



**Let Cortell Health Help your Hospital Improve Profitability.**

**New Zealand +64 9 580 2200**

**Thailand +66 85 1332246**

**USA +1.972.241.6080**

[www.cortellhealth.com](http://www.cortellhealth.com)



## Manage your Hospital's Performance Intelligently with IntelliMax™

Managing performance requires a multi-disciplinary approach. An approach that focuses on cost, capacity, quality, productivity, spending, processes, contracts and revenue. IntelliMax is a Business Intelligence solution that focus on all these issues.

### Achieve Effective Hospital Intelligence with IntelliMax

A web based business intelligence solution made specifically for hospitals.

IntelliMax combines Activity Based Costing (ABC) and Business Intelligence to deliver a state-of-the art Performance and Profitability Management solution for hospitals. IntelliMax puts information in the hands of decision makers to analyze costs, identify waste and measure shifts in profitability and performance by focusing on DRGs and Patients.

- State-of-the-art cost management system for hospitals
- Analyzes patient episodes, DRGs, procedures, contracts, protocols and facilities all in one system
- Tracks multiple outcomes and relate to cost e.g., clinical outcomes and patient satisfaction
- Does benchmark comparisons by hospital, clinician or DRG
- Presents information in convenient dashboard formats and reports for non-technical users
- Easily integrates and links information from all hospital databases
- Requires no programming
- Scientific approach that maintains 100% financial integrity with G/L
- Measures Capacity utilizations, Quality metrics, Productivity and much more!

IntelliMax shows costs of patient episodes of care by DRG, APC, Procedure, Service Line or any other required grouping. Resource consumption can be viewed with ease. Views are not limited to costs, but actual units of consumption such as nursing hours, operating room minutes even meals consumed by patients. It is a Patient-centric solution that uses the patient's consumption of resources to manage and understand costs.



### A Total Package for Intelligent Performance Management

IntelliMax is a Business Intelligence system that helps improve profitability and performance by providing insight into cost, productivity, utilization, outcomes and quality, supply chain and similar issues and their impacts on performance. Cortell Health has developed a Performance Management framework (10 Star Performance Management approach©) specifically for hospitals and can assist your hospital to deploy this in your hospital

Many convenient reports, dashboards allow the user to analyze information and make decisions. Users can create their own "cube" views of important relationships, benchmark comparisons and relationships. IntelliMax shows your information in a top down hierarchy form hospital with drill down capabilities to the individual patient, enabling unique cost management.

Intelligent cost management is a critical component in your Performance Management framework and can be used in evaluating strategies and to review operations for rationalization and continuous improvement. This is what IntelliMax provides, real insight into critical decisions and performance improvement opportunities.



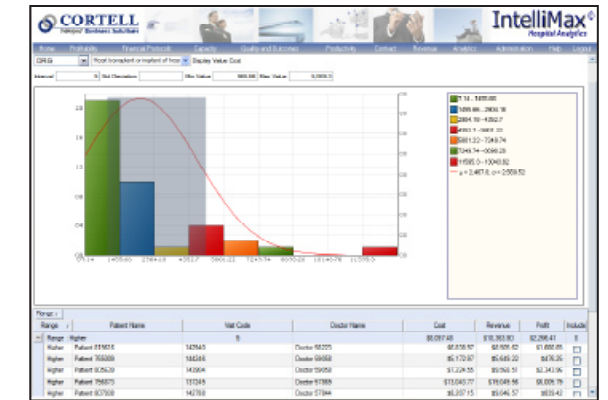
### Reduce Variance, Reduce Costs, Reduce Variance, Reduce Costs, and Reduce Risk Graphically

IntelliMax shows the variations in clinical practices, outcomes and resources by presenting the cases for a DRG or Procedure in graphical format for users to determine mean, standard deviation and benchmark information to evaluate outliers and best clinical and financial practice.

IntelliMax provides support for hospitals that follow clinical protocols and pathways to improve clinical operations. It enables users to define Financial Protocols to match the clinical protocols and can be used as financial benchmarks to identify outliers but to also systematically and scientifically manage costs and outcome by following Six Sigma principles of continuous improvement.

#### Benchmark Hospitals, Departments, Clinicians, and Patients

- See costs/profitability per patient, DRGs, Service Line, Clinicians
- Compare drug consumption for a DRG and Clinicians
- Isolate and measure cross-subsidizing of products
- Determine optimal usage of equipment, implants, drugs, etc.
- Model trade-offs of contract versus direct labour



IntelliMax let's you create graphs and tables that are easily exportable to Word or Excel. Create financial protocols that match clinical protocols and pathways. Easily produce Quality metrics that allow you to work with clinicians in "win win" scenarios and optimize costs while maximizing profits. You can easily produce benchmark comparisons and financial models that allow forward projections. With IntelliMax you can see your future and change your case mix and service lines to understand competitive situations, effects of price transparency, and effects of different quality of services.

### IntelliMax Supports Pricing, Process and Productivity Reviews

Insurance companies and Governments are increasingly basing their reimbursement on the cost base of DRGs (Diagnosis Related Groups) or Case mix. This implies that hospitals that understand and manage their resources better will be better off financially. IntelliMax provides contract analyses and cost comparisons across Service Lines, DRGs, APCs', Procedures, Doctors and cost centers, helping hospitals understand exactly where they make or lose money or what the outliers are. IntelliMax makes it easy to review and model pricing policies.

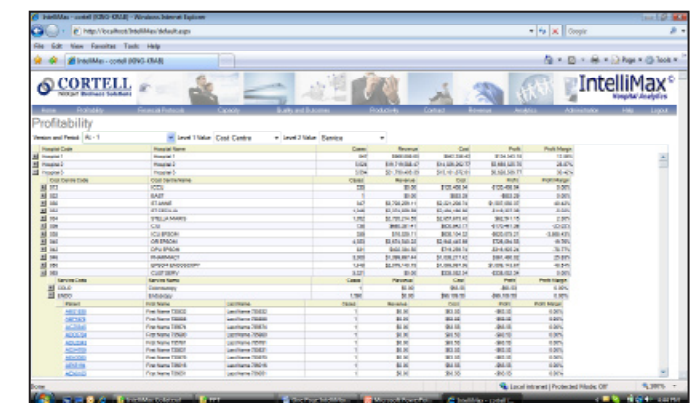
Hospitals are aware of the value of good process management and process improvements. IntelliMax highlights non-value adding and inefficient activities in processes, assisting the hospital in finding the lowest possible cost of delivering effective services. Also helps hospitals to measure and improve productivity.

#### IntelliMax prepares Hospitals for a prosperous future utilizing:

- Intelligent Cost Management
- Price Transparency
- Financial Modelling
- Productivity & Capacity Assessment
- Process Analytics
- Contract Analysis
- Pay for Performance & Quality Metrics
- Risk Assessment

### The Decision Support System You Need!

It is a Decision Support system that focuses on the patient and therefore contains most information needed for decision support such as Patient demographics, Diagnoses codes, Procedures, DRGs, Attending clinicians, Drugs and Implants and other costs, Outcomes and Quality measures. In short a rich field for analysis with simple to use analytical tools to extract and deliver information. The IntelliMax system gathers all the key financial and clinical events across the enterprise for Decision Support and delivers it to the fingertips of the users. Users can also define own Quality or Outcome measures and report on these.



Provide drill-thru from an overall Hospital Performance to Service Lines, DRGs, Clinicians and even individual Patients for critical and easy analysis. Top-to-bottom views provided on profitability, quality and outcome measures.