



The information you need
to make a difference.

Facility Analysis program

Hill-Rom[®]

Enhancing Outcomes for Patients and Their Caregivers.[™]

The first step in providing better care is

knowing

what to care about.



Escalating costs and shrinking budgets...more regulatory requirements

and fewer nurses...heightened safety concerns and lower than ever reimbursement.

When you're in today's health care environment, your world is spinning. It's difficult enough to know where you stand now, let alone what your next step should be. But through it all, you see a single goal on the horizon: a consistently high level of patient care.

With that as your destination, Hill-Rom is here to help you find the right path.

A path that works for you as well as your patients. One designed to serve the needs of your business, as well as the needs of the people who support it. One that delivers answers that elicit action.

Introducing the **FAST**_{sm} program

The Facility Analysis and Solutions for Tomorrow_{sm} (FAST_{sm}) program from Hill-Rom helps you create efficient, effective solutions for today's most pressing health care delivery problems. Evaluating patient and caregiver safety, operational efficiency and clinical care, our three-step process lets us work together toward a common goal. We'll assess your needs, analyze the results and then offer recommendations and best-practice solutions so you can act with greater confidence.

The process begins with data collection right at the point of care. In addition to its accuracy and efficiency, the FAST_{sm} program is designed to respect patient privacy and information security based on HIPAA guidelines. Once collection is complete, the data is analyzed and real-world solutions are designed – to help improve safety, retain staff, contain costs, maximize asset utilization and stay competitive.

The better the information,
the better the solution –
the better the solution,
the better the care.



With the

FASTsm program

you can assess and analyze your needs
– and take action.

The three-step FAST process helps you identify solutions for improving key areas of operation, and explore the financial implications to your facility.

The FASTsm program helps equip you with the data to face:

Operational challenges

- Staffing shortages
- Maturing workforce
- Asset productivity
- JCAHO requirements
- HIPAA guidelines



Clinical care

- Adverse effects of immobility
- Skin breakdown
- Respiratory complications

Special needs patients

- Bariatric patients
- Burn patients



Safety concerns

- Patient falls
- Caregiver safety risks



Assess

To accurately assess your needs, experienced Hill-Rom consultants confer with you to customize a survey that best meets your facility's unique goals and objectives. Then, using the latest handheld computer technology, we work side-by-side with your staff to collect data quickly and efficiently. With respect for patient privacy and facility security, Hill-Rom has taken great care in establishing a survey process consistent with HIPAA requirements.



2 Analyze



Next Hill-Rom specialists evaluate the data, identifying key facts and potential issues. Your data is also compared to Hill-Rom's international database for benchmarking. You receive an in-depth analysis based on information collected on-site, your internal data, as well as the federal government's Medicare patient records (MEDPAR), and Medicare cost reports databases (CMS).

Act 3



Using all the data collected, our team of specialists devises clear and actionable plans to assist you in making critical business decisions. We then formulate a solution tailored to your facility – one that integrates equipment, training, protocols and services – helping you address your clinical and financial objectives efficiently and effectively.

Clinical care

Safety

Wound

Pressure ulcers are one of the most prevalent facility-acquired complications, costing hospitals between \$2,100 for a Stage II pressure ulcer, and up to \$9,545 for a Stage IV pressure ulcer¹. To help you control these costs, the FASTsm program can provide comprehensive risk assessments, protocol adherence tracking and prevalence rates.

Pulmonary

Every year, facility-acquired infections account for \$3.19 million of hospital complication costs.² With the FASTsm program, you can collect, document and report clinical and process information – and demonstrate the outcomes achieved through the appropriate use of Continuous Lateral Rotation Therapy (CLRT).

¹ 1991 Bain and Company: Study of the cost of pressure ulcers.

² National Patient Safety Benchmarking Center.

Caregiver safety

As the current nursing shortage magnifies, so does the importance of your caregivers' safety. As a group, nurses are more at risk for serious back injuries than any other profession. With increased risk comes increased costs. According to OSHA, the average direct and indirect cost of a back injury is approximately \$24,000. That's an annual cost to health care of \$5 billion. To keep risk in check, FASTsm offers ergonomic and demographic assessments to help you identify high-risk areas and activities in your facility that may need to be addressed.

Patient safety

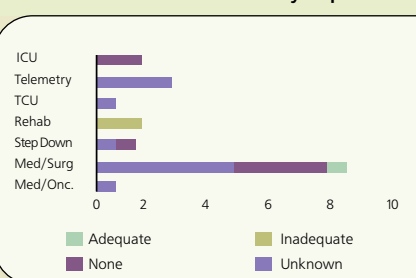
According to researchers, "few adverse events that occur in the hospital have as serious consequences for patient outcome, quality of life and increased health care cost as injurious patient falls." While studies have shown the average cost per fall is \$11,800³, they've also shown that prevention programs can reduce falls by more than 50%. With a FASTsm program fall risk assessment, you can analyze the approximate costs associated with falls within your facility, and design, implement and measure the effectiveness of your fall prevention protocols.

³ Ann Hendrich, Falls, immobility and restraints, 1996.

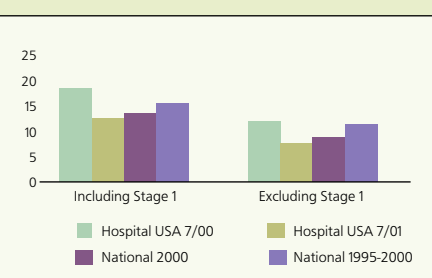


Sample reports*

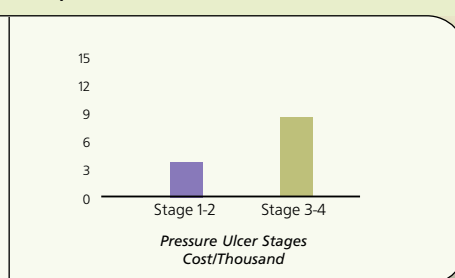
Pressure Ulcer Documentation by Department



Pressure Ulcer Prevalence Benchmark



Cost per Pressure Ulcer



* All graphs are samples of feedback from research.

Operational efficiency

Caregiver effectiveness

As patient-to-caregiver ratios continue to rise, effective time management is more important than ever – for nursing and administration alike. The FAST_{sm} program offers a variety of activity assessments to help you gauge efficiencies throughout the care process.

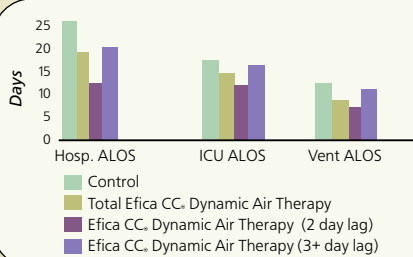


Equipment management

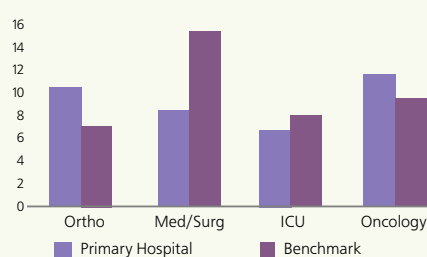
Know exactly what equipment you have, where it is and what condition it's in. With a FAST_{sm} program equipment survey, you can assess current assets and lay the groundwork for a long-term asset management plan. As an added bonus, the completed survey may also be used to satisfy certain JCAHO requirements.



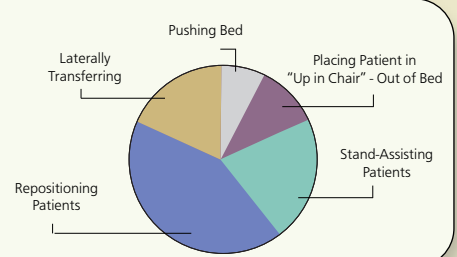
Outcomes Using CLRT



Number of Patient Falls Per Department



Injury Potential of Patient Handling



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CTG318ra 2/24/03

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