



**Healthcare**  
Improving your Financial Well-being

## Hospital Expense Reduction Specialist Training Program

### Web-based Interactive Training: June 6th - June 30th

#### Certified Hospital Expense Reduction Specialist C-HERS

- How do hospitals learn best-practices in expense reduction?
- What training is available that teaches proven hospital expense reduction strategies which will achieve documented results?
- Are their trends and new opportunities in expense reduction that your organization should be learning?
- **Is your organization investing in the one area which can improve your hospital's bottom line immediately? Expense Reduction**
- VIE Healthcare has created the only program available to hospitals who want their employees to learn the very valuable skill of Expense Reduction.

#### Why Every Hospital Should be Expense Reduction Focused

1. Containing or reducing indirect expenses **is as important** as finding new sources of revenue to improve the financial health of an organization. Monitoring spending & continuously looking for cost savings are key elements behind improving expense management. \$100,000 in annual savings is equivalent to \$5 million in new revenues (based on a 2% operating margin).
2. Inflation & CPI: how will the recent increases effect hospital costs?

**Cost savings opportunities exist in all hospitals.**

Strategic hospital employees can now become **Certified as a Hospital Expense Reduction Specialist.**

#### Hospital Expense Reduction Specialist Training Program

- **Module 1** Overview: The business of Hospital Expense Reduction & Operational Improvements (Over 100 areas to look for savings)
- **Module 2** Where to begin: Data collection and How to start your analysis
- **Module 3** Top Spend Areas & Expense Reduction Opportunities: 90 Day Road-Map to Immediate Financial Results
- **Module 4** Data Mining, Auditing & Analysis (The Dollars are in the Details)
- **Module 5** Service & Maintenance agreements: How to perform a quarterly and annual review & why this is essential for cost reduction & more importantly cost control.
- **Module 6** IT & Technology: Audit Everything (Ex. Paying for Software Programs not installed)
- **Module 7** Purchased Service Contracts: Growing Expense Area. Average spend for services is 33% of total purchase dollars & the potential for savings on purchased services is large. Lack of understanding of current performance on key indicators and numerous providers
- **Module 8** Hands On Part 1: Samples & discussion of real cost savings projects
- **Module 9** Hands On Part 2: Your actual projects for opportunity identification & implementation of cost savings
- **Module 10** Contract management system: How to mine opportunities with a robust system
- **Module 11** Contract Reviews & Vendor Negotiation Skills
- **Module 12** Reimbursement & The Supply Chain
- **Module 13** Employee Ideas: Learn how to tap into employees for cost savings ideas
- **Module 14** Putting it all together: Measuring Cost Savings & Continuous Improvement

Created & Delivered by: VIE Healthcare

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## Lead Instructors

**Lisa Miller:** President & Founder of VIE Healthcare who is a recognized leader within health care supply chain management and hospital revenue cycle. Since founding VIE Healthcare, in 1999, she has generated over \$250 million in non-labor cost savings and revenue improvements for her health care clients. Lisa's approach is comprehensive, from in-depth analysis of new technology costs and physician preference items, extensive contract reviews, capital acquisitions, departmental analysis of costs in the O.R., Cath, Pharmacy, Laboratory, Radiology and non clinical areas such as energy cost reduction projects. One area of specialty is conducting clinical expense reviews with a focus on how the supply chain directly impacts the revenue cycle and subsequent profitability of the entire organization. In May 2006, Lisa graduated with honors from Seton Hall University with a Masters in Healthcare Administration. She is an author and expert speaker on the topic of Healthcare Supply Chain and Hospital Non-Labor Expense Reduction Strategies.

**George Malik:** COO of VIE Healthcare. George's career spans thirty years, all related to Healthcare Materials Management. He has extensive experience in reducing expenses and improving reimbursement. Previously George has held Vice President of Supply Chain positions in both for-profit and non-profit systems. His experience includes organizations such as The Robert Wood Johnson University Hospital, Universal Health Services, Tenet HealthCare, The hospital of the University of Pennsylvania as well as other organizations. With each organization he has led expense reduction efforts which have saved tens of millions of dollars annually. In 2009 he saved The Robert Wood Johnson University Hospital \$20 million in one year. His experience includes knowledge of contracting across the entire healthcare network. His approach to cost savings is a unique analytical approach in key departments including Operating Room, Pharmacy, Radiology, Cath Lab, Facilities, Medical Records and IT. George's approach is collaborative with a comprehensive review of costs, reimbursement and quality. Throughout his career George has received various awards from organization has also recently completed Lean Six Sigma training. Mr. Malik holds a BBA from the Wharton School of Business with majors in Accounting, Marketing, Management and Information Technology as well as an MBA in Healthcare Administration from St. Joseph's University.

## Hospital Expense Reduction Specialist Training Program

### Interactive Web-based Learning Management System with Real-Time Instructor Led Courses

- 4-weeks: June 6th - June 30th
- Learn from your location
- Training Recommended for: Materials Managers, Key Buyer(s), Personnel from key departments involved in purchasing decisions including; Laboratory, Radiology, Cath Lab, Pharmacy and the Operating Room. This course also provides value for Finance Professionals, Accounts Payable & Designated/Specialized Employees.
- \$5,297 Investment Per Certified HERS
- This is a strategic organizational commitment to invest resources into expense reduction strategies & training which will reap hundreds of thousands to millions of dollars in non-labor expense reductions and will also have documented long-term financial value to your hospital.

## The Latest in Distance Learning Education Technology

Our program utilizes The Blackboard Learn Platform, which is an innovative learning management system that offers a classroom-style flow that is used by major universities, corporations and associations. This allows us to engage students and interact with them more effectively in order to enrich their education experience. By using Blackboard Learn we are committed to delivering a better, more effective learning experience by providing the best technology platform and ensuring mastery of VIE's hospital expense reduction training program.

## Hospital Expense Reduction Specialist Training Enrollment

**Register by May 16th to Receive A Complimentary iPad 2 to utilize for VIE's C-HERS Training Program.**

The entire training will be performed on state-of-the-art technology and learning platforms

**Registration and Order Form:**

**Date:** \_\_\_\_\_

Name: \_\_\_\_\_

Hospital: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_ Title: \_\_\_\_\_

**Total # of Hospital Enrollments:** \_\_\_\_\_ (need above details for each)

**Payment Method:**

PO# (Payable within 10 Days): \_\_\_\_\_ or VISA MasterCard AMEX Discover

Credit Card # & Expiration Date: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

Credit card billing address: Same or

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

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