

Radiology Advisor™

Data In The Palm Of Your Hand





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What is Radiology Advisor™?

[Radiology Advisor™](#) is a powerful software solution developed by [Regents Health Resources](#) to provide analytics and industry specific metrics to Hospitals, Radiology Departments, Outpatient Imaging Centers, and Radiology Practices. Using a state of the art data mining tool that can tie into virtually any system and file type, Radiology Advisor™ allows an organization to merge and display data from disparate data sources to create automated, live interactive dashboards, reports and charts.

Radiology Advisor™ is powered by Dimensional Insight's Business Intelligence Platform which is the underlying technology for "[The Diver Solution](#)" – ranked Best in KLAS in the "2011 Top 20 Best in KLAS Awards: Software & Professional Services" report (www.KLASresearch.com).

Radiology Advisor™ is the backbone of [ahradatalynx](#) - (*The Association for Medical Imaging Management*) AHRA's digital tool that allows over 5,000 members with 2,645 locations across the country to benchmark their operations while the data collected from seven annual surveys and analytics automate the analytics behind it all.

How does it work?

Using cloud based analytics technology, Radiology Advisor™ simultaneously integrates the numerous disparate IT support systems in medical imaging to deliver automated up-to-date displays and analytics of your data.

Using proprietary imaging analytics software, through enterprise wide imaging information delivery, Radiology Advisor™ provides complete reporting, analytics and data visualization for users across all levels.

No third-party add-ons or separately licensed modules are required from existing vendors. No expensive HL7 interfaces need to be written. If a data field exists, it can be mined and displayed. Let us map your data and show you how powerful it really is!

Features that set Radiology Advisor™ apart from typical static dashboards or data repositories:

- Once implemented, it is automated, eliminating hours of manual collection and analytics by administrative, IT and management staff.
- Data source feeds are limitless, as are the formats, making it completely scalable and customizable.
- Intellectual property and unique standardized formulaic processes are incorporated creating unique measurements and results based on the user need.
- Static data elements and look-up tables (Medicare rates, fee schedules, market utilization, etc.) can be incorporated to use as a reference to create benchmarks or calculations.



About Radiology Advisor™

Compatible IT Systems

Radiology Advisor™ can integrate data from virtually all leading healthcare IT vendors, including but not limited to:

3M Health Information Systems, AS/400-based claim systems, API, AHRA, AHRQ, Allscripts, Avatar, CareFacts, CareVision, Cerner, Clinicomp, DB2, eClinicalWorks, Eclipsys, Epic, GEAC, Great Plains, IDX, Informix, InterSystems Cache, Kaufman Hall, Keane, Kronos, Lawson, LSS, Luminex, McKesson, MedInsight, MEDITECH, MedSeries-4, Microsoft Access, Microsoft Excel, Microsoft SQL Server, OneStaff, Oracle, PeopleSoft, Per-Se Technologies, Picis, Premier, Press-Ganey, Quadra-Med, QDM Patient/Physician Satisfaction, Siemens, SoftMed, Solucient, Sybase, Thomson Reuters, TPA Feeds, UHC, Visual Prime, and WebHire. Supported data formats include SQL and ODBC-compliant databases, text files, binary files, HTML, and XML..

Radiology Advisor™ can also integrate financial data to simplify regular reporting. It integrates with all commercially available healthcare accounting systems allowing a consistent user interface across disparate financial data repositories. All elements may be incorporated allowing a complete financial picture:

- Data from different systems can be merged into a single report.
- Sub-reports can be generated and distributed to individual practices, campuses, hospitals, physicians, payors or vendors.
- Budgets and targets can be incorporated allowing automated measures or relative performance.

HIPAA Compliant

Personal Health Information (“PHI”) and HIPAA compliance is always a priority with data and we take HIPAA compliance seriously. Regents has taken great care to ensure PHI is secure. At no point is PHI available to anyone but the Client’s authorized representative and data administration personnel.

Implement in 9 easy steps!

1. Determine Desired Radiology Advisor™ Modules
2. Select Desired Locations
3. Select Users
4. Execute Agreement
5. Build Profile by Location and Identify IT Systems
6. Acquire Static Data Tables and Definitions from Systems
7. Integrate Data Elements – Validate Data and Formulas – Test Functionality
8. Build Connections to Data Systems
9. GO LIVE!

The Advisors



Billing Advisor™

Get paid for all you do with Billing Advisor™. Perform daily audits on your billing department or third-party billing resource. Billing Advisor™ allows you to answer the question, “are you billing correctly for all the procedures you have performed, and are you collecting the appropriate amounts based on your payor mix and individual fee schedules?” Being able to answer these questions instantly allows you to bill for all the services you deliver and results in improved top line revenue translating to bottom line profitability. Billing Advisor™ also serves to ensure your negotiations with payors are productive with comprehensive revenue insights.

Elements Included in the Billing Advisor™	
*	Day, Wk, Mo, YTD, MTD, LTM, & % Measures for:
✓	Charges
✓	Contractual Adjustments
✓	Collections
✓	Collections % of Adjusted Charges
✓	Writeoffs and Bad Debt
✓	Procedures Performed vs Procedures Billed
✓	Aged Accounts Receivable
✓	Days Revenue Outstanding (DSO)
✓	Payor Mix by Volume
✓	Payor Mix by Net Revenue / Collections
✓	Collected Amounts vs Payor Contracted Amounts
✓	Exception Report for Missing Collections
✓	Volume vs. Expected Collections vs. Actual Collections
✓	Preauthorization Performed or Not
✓	Collected Net Revenue / Patient
✓	ICD 9/10 vs CPT Code Ordered

The Advisors



Operations Advisor™

Designed and developed with the facility or department manager in mind, the Operations Advisor™ provides a single point of access to the key performance indicators affecting your volume, productivity and profitability on a daily basis. This set of dashboards shows measures related to your utilization, efficiency and access as well as your budgeted goals all at a glance. Align your organizational goals while measuring the effects of change with Operations Advisor™.

Elements Included in Operation Advisor™	
✓	Volume per FTE by Position
✓	Actual vs Budgeted FTEs
✓	Arrival to Exam Complete Timing
✓	Exam Start to Exam End
✓	Wait Times by Modality
✓	Actual Volume per Day of Week
✓	Scheduling Call Logs
✓	Call Start Time, End Time, Time on Hold, Dropped Calls
✓	Backlog / Days to Next Appt
✓	Day Over Prior Day / % Changes
✓	Month Over Month % Change, Trends
✓	Year Over Year % Change, Trends
✓	Exam Times by Modality & Trends
✓	Next 7 Days Schedule as a % of Capacity
✓	Contrast Usage
✓	Daily % of Capacity Utilization
✓	Utilization by Modality, Location & Trends
✓	Cost per Procedure by Modality
✓	Cost Variances by Category
✓	Month over Prior Month / % Changes
✓	YTD over Prior YTD / % Changes
✓	LTM over Prior LTM / % Changes
✓	EBITDA and Profit Margin
✓	Month over Prior Month / % Changes
✓	YTD over Prior YTD / % Changes
✓	LTM over Prior LTM / % Changes

The Advisors



Market Advisor™

Knowing your market share, by modality, by zip code is a great way to measure how effective you are in your market. Market Advisor™ provides that feedback into your market share by cpt code and zip code. Heat maps and tabular reports are just some of the useful tools in Market Advisor™.

Elements Included in Market Advisor™	
✓	Outpatient Market Share
✓	By County
✓	By City
✓	By Modality
✓	By Zip Code
✓	Heat Maps of Patient Origin by Zip and Referring origin
✓	By Patient Demographics - Client Data



Radiologist Advisor™

Everyone is talking about physician productivity and value. Radiologist Advisor™ provides instant access to productivity measures by physician. Radiologist Advisor™ tracks the percentage of exams read within a Radiologist's subspecialty, report turn-around timing and RVUs generated while also measuring each physicians' relative revenue. Understanding these key data points, up-to-date, by modality, location or physician produces measures that drive accountability and align goals.

Elements Included in Radiologist Advisor™	
✓	RVU by Radiologist, Day, Week, Month, Year, Modality, Location
✓	CPT Volume per Rad, Day, Week, Month, Modality, Year, Location
✓	TAT per Rad, Day, Week, Month, Year, Modality, Location
✓	TAT per Day, Week, Month, Year, Modality, Location
✓	% and Volume Read in Sub-Specialty
✓	Net Collections per Rad
✓	Compensation per RVU
✓	Gross Charges per Rad

The Advisors



Referral Advisor™

If the radiologist is the Chief Marketing Officer, then referring physicians are the target customers in Medical Imaging. Keeping track of referral sources is critical in managing your revenue cycle. The Referral Advisor™ provides new insights into measuring and analyzing volume and revenue from each physician. Loyalty trends for referrals the prior month, 3 months or 6 months, are automatically analyzed and displayed. Referring physician specialty referral benchmarking and modalities being ordered are also shown. Built into the Referral Advisor™ are referring physician scorecards providing up to the minute detail on each individual physician allowing your Liaisons or marketing staff to focus their efforts using real time data on the latest trends from their assigned accounts.

Elements Included in Referral Advisor™	
✓	Volume by modality by Referring
✓	Payor Mix (charge, expected and collected)
✓	ICD 9/10 vs CPT Code Ordered
✓	Volume Comparison by Specialty
✓	By Modality
✓	By Rad Subspecialty
✓	6 Month Loyalty Trends / Index
✓	Referral History
✓	YTD
✓	MTD
✓	Last Month
✓	Last 6 Months
✓	Profitability by Referring Group
✓	Account Performance by Marketing Liaison
✓	Volume vs Referring Office Connectivity (CPOE)
✓	Referring Physician Details Scorecard
✓	Top 10 Best & Worst by Volume, YoY, YTD, MoM

The Advisors



Ever get sick of tracking down service tickets and PM schedules? Developed originally as part of a comprehensive equipment service analysis, Technology Advisor™ ties into your equipment service providers' electronic service reporting system creating meaningful analyses on your equipment status and history. Automatically displaying your service history, down time, repair and maintenance costs, and preventative maintenance schedules is the basis for this Advisor. Utilizing RIS/PACS data, Technology Advisor™ provides real-time equipment capacity studies to assist with technology planning, scheduling and capital budget planning for new or replacement equipment.

Elements Included in Technology Advisor™	
✓	Equipment Listing
✓	3 Year Service History
✓	Service Events by Modality (Last 1, 6, 12 Months)
✓	Down Time by Modality (Last 1, 6, 12 Months)
✓	Downtime by Modality
✓	Service Contract Costs
✓	Overtime
✓	Parts
✓	PM Costs
✓	PM Schedule
✓	Daily % of Capacity Utilization
✓	Next Scheduled PM Date
✓	Current Status

The Advisors



Benchmark Advisor™

Utilizing data from the imaging industry, existing customers, and government sources, and comparing these data to your operations allows benchmarking of your operations and groups of operations locally or against user defined peer groups. By removing all unique identifiers from data-sets and limiting the location selection to regions of the country, competitive confidentiality is guaranteed while still contributing to the overall data set. Benchmark Advisor™ is what every imaging leader needs to score his or her operations and learn where improvements should be made.

Elements Included in Benchmarking Advisor™	
✓	Staff, Productivity, Costs, Etc.
✓	Utilization by Modality
✓	Radiologists
✓	Billing
✓	Collections
✓	Referring Physicians
✓	Financial
✓	Equipment/Service
✓	Facility
✓	Reimbursement
✓	Access

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