

# The Value of Secondary Statistics for Healthcare Organizations



## Going Deeper With KPIs

Key Performance Indicators (KPIs) and department-level primary statistics get all the attention when it comes to measuring a healthcare organization's volume and financial health.

KPIs such as admissions, discharges, surgeries, and emergency visits seem to be all that's discussed in the executive suites.

However, if you ask a department director what they measure to ensure they hit their revenue and expense targets, you'll learn that they monitor much more than the KPI or primary stat.

[They go into detail about the secondary stats](#) driving those KPIs and primary stats. Failing to monitor them daily could be costing your organization millions of dollars a year.



## Primary and Secondary Stats in the ER

The most universal KPI in the ER is the total number of ER Visits. However, multiple secondary stats directly impact the organization's financials. Examples include [ER visit levels](#), which measure patient acuity and [separately billable activities](#).

Revenue and staffing are directly impacted by patient acuity. Therefore, 1,000 ER Visits in one pay period may generate materially different revenue and staffing expenses than 1,000 ER Visits in another pay period.

These important secondary stats are not typically easy for the department director to access. First, the raw data must be retrieved. Then the analytics that transform the data into useful information must be completed. Without automation, countless hours are consumed on low-value "busy work" and the risk of human error is high.

## Beware the Separately Billable Activities

Separately billable activities, such as hydration in the ER, are another important group of secondary stats. A correlation exists between separately billable activities and KPI. If you cannot easily monitor this relationship, revenue could be leaking out the door.





## Automation: Stat Monitoring Made Simple

Secondary stats like those above help explain revenue swings, productivity issues, and expense variances.

Luckily, keeping an eye on secondary stats can be simple.

Sixth Sense Intelligence, LLC has mastered automating the creation of primary and secondary statistics directly from charge codes for EPIC and all other billing systems.

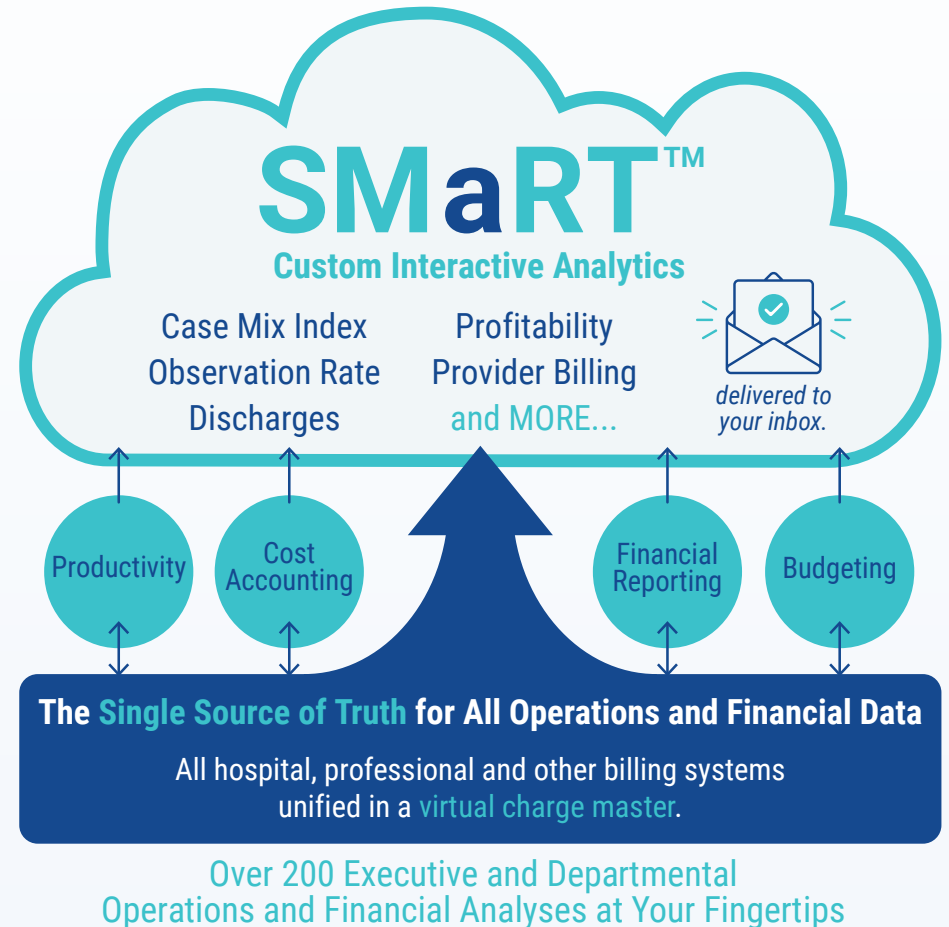
In addition, we have created a dynamic interactive analytics platform that pinpoints where volume, revenue, and expenses are out of sync for all clinical departments.

## 5X Return on Investment

Every client who has automated their stat capture process with us has generated a 5x or higher ROI on their investment in 12 months.

At Sixth Sense Intelligence, LLC, we see data differently — let us be your Sixth Sense so you can, too.

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The single source of truth for your operational analytics.

