

# Altosoft Solutions for Healthcare

ENHANCED VISIBILITY. IMMEDIATE IMPACT. EASY IMPLEMENTATION.

Altosoft enables healthcare organizations to enhance quality of care, improve clinical process efficiency, facilitate finance and compliance operations, and reduce costs. Altosoft supports a wide variety of critical healthcare applications, ranging from clinical research to billing and claims processing to lab operations.

Leading healthcare companies rely on Altosoft to drive improvement in quality of care, monitor and optimize operations to reduce cost, support clinical research activity, and increase profitability.

Altosoft's business intelligence solutions offer a variety of inherent advantages in performance, functionality, and cost. They are designed to work seamlessly with existing technology investments, such as financial and clinical transactional systems. Altosoft implementation is fast and maintenance costs are low. Initial projects typically take just one to two weeks, delivering rapid return on investment.

Healthcare companies can use Altosoft solutions to:

## **Analyze and Improve Quality of Care**

- Deliver management insight and actionable information through executive reporting with easy ability to drill down to analyze clinical performance against key quality benchmarks.
- Align core quality measures with the Health Plan Employer Data and Information Set (HEDIS) standards.
- Measure and analyze referrals and customer satisfaction metrics to quantify performance and promote market competitiveness.
- Improve strategic and operational decision-making by delivering the right data to the right person at the right time.
- Fulfill mandates for proactive transparency and quality reporting to clinicians and the public.

## **Monitor and Optimize Operations to Reduce Cost and Improve Efficiency**

- Establish and track key performance indicators (KPIs) aligned to operational metrics and goals.
- Proactively identify and eliminate unusual costs.
- Manage human and capital resources more efficiently by optimizing referrals and scheduling.

## **Improve Sales and Marketing Efforts**

- Understand and analyze profitability by practice area, products, services, patient segments, and more, to more effectively target limited marketing resources.
- Optimize marketing and communications outreach to create brand awareness in key market segments.
- Manage marketing spend versus budget and analyze campaign ROI.

## **Support Clinical Research and Investigation**

- Support clinical research activities with powerful analytical tools designed to easily monitor and report on patient information, history, and new activity.
- Profile diseases, facilitate deeper investigation of root causes, and analyze treatment effectiveness, supporting evidence-based medicine initiatives.



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- Facilitate prevention initiatives, and monitor real-time admissions to proactively red-flag nascent epidemics if intake rates for a given disease rise above normal incidence rates.

## **Streamline Financial Reporting and Operations**

- Generate statutory reporting quickly and easily.
- Enable self-service financial reporting, reducing costs.
- Analyze historical performance to support forecasting and budgeting activities.
- Improve collections and forecasting by identifying delinquent payers and billables.
- Identify erroneous or fraudulent claims.
- Monitor and manage third party service providers to ensure compliance, service levels, and billing accuracy.



## **An Information Advantage for Healthcare Organizations**

Altosoft makes it fast and easy for healthcare organizations to deliver essential information to their personnel and management.

**Better Dashboards.** Altosoft delivers information through great looking, easy-to-use, interactive dashboards and reports. Users simply access these dashboards via a web browser or through Microsoft SharePoint for instant, personalized visibility into essential information. Users can slice-and-dice data to focus on key trends, identify root causes, etc.

**Any Data Source.** Altosoft enables you to quickly bring together and analyze data from any healthcare data source – including clinical transactional systems and financial systems. With Altosoft, integrating this essential data is easy – there is no SQL, scripting, or code required.

**Information On-Demand.** Altosoft is designed to deliver up-to-date information whenever you need it. For example, if a clinical manager needs to see up-to-the minute metrics, Altosoft will refresh his data every minute (or every few seconds). If an executive needs to see daily or weekly breakdowns of a key metric, Altosoft delivers that as well.

**Alerting and Incident Management.** Altosoft enables organizations to proactively monitor key metrics. For example, if the incidence rate of a particular virus rises above a certain level of emergency room admissions, then epidemiologists can be automatically alerted via email or SMS text message.

**Business Process Monitoring and Analysis.** Delivery of healthcare services is a process. Through process improvement initiatives, organizations can improve efficiency, cut costs, and directly impact the bottom line. Unlike other BI solutions, Altosoft is exclusively designed to support process-driven management. It enables organizations to measure, monitor, and improve *process efficiency* and *process quality*. It can even automatically monitor individual processes to send an alert if something goes wrong and immediate action is required – for example, if a patient with a critical issue has been waiting for too long a time.

**Privacy and Security.** Altosoft is designed to support the privacy and security requirements of healthcare organizations. Altosoft can control access to information and metrics by individual user or by user role. In addition, Altosoft can control the product features and functions each user has access to.

**Fast Results.** Altosoft implementations focus on quickly delivering the metrics that healthcare organizations need, together with the right interfaces (dashboards, reports, etc.) to deliver those metrics. A typical Altosoft implementation takes between one and two weeks.

**Cost Effectiveness.** Unlike other BI approaches, Altosoft doesn't require expensive third party software to bring together data from multiple data sources. It doesn't require development of a data warehouse or cubes. It is easy to change and extend, and requires zero coding skill –no SQL, Java, C++, or scripting languages. It enables end-user self-service for reporting. Maintenance costs are low. It is based on a cost-effective Microsoft platform. The net result is a solution that facilitates rapid return on investment and delivers more bang for the buck.

*“Altosoft’s solution was extremely cost effective and was implemented in just a few days, so we realized immediate value from our investment.”*



Yale School of Medicine  
Department of Pathology

## About Altosoft

Altosoft empowers organizations with Information Advantage™ -- the ability to deliver powerful dashboards, reports and analysis to any business user, on demand. Altosoft eliminates the cost and complexity of ordinary BI by automatically gathering data from any source, converting it dynamically into business metrics, and storing them in an intelligent, optimized data mart (a “Smart Mart”). With Altosoft, business users are no longer left waiting for the business information they need. Instead, they simply drag-and-drop to create new reports and dashboards in minutes, directly in a web browser. Altosoft also goes beyond other business intelligence solutions by enabling users to monitor, analyze, and optimize their business process performance and quality. Innovative organizations worldwide are using this dynamic, process-centric view to streamline operations, cut costs, and increase profitability. With guided, 100% code-free configuration and intelligent governance features, Altosoft solutions are implemented in a matter of days, reducing total cost of ownership to a fraction of traditional business intelligence solutions.



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