The Data Consumption Continuum

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Data Cathedral Architect
Continuum
[kuh n-tin-yoo-uh m]

1. “a continuous sequence in which adjacent elements are not perceptibly different from each other, although the extremes are quite distinct.”

2. a continuous extent, series, or whole.

3. any compact, connected set containing at least two elements.
Data Consumption Continuum

- Reporting
- Guided Analytics
- Self Service Analytics
- Predictive Analytics

Level of skill needed to consume
Level of skill needed to produce

Return on Investment
Process Improvement

Trumped-Up Healthcare

HIMSS Alabama Chapter
Data Consumption Continuum

- Reporting
- Guided Analytics
- Self Service Analytics
- Predictive Analytics

Level of skill needed to consume
Level of skill needed to produce

Return on Investment Process Improvement

Continuous Improvement

Standard Work

HIMSS Alabama Chapter

Trumped-Up Healthcare
“Theory makes perfect sense until confronted with reality. Why hasn’t BI adoption grown beyond reports?”
“The best way to avoid getting thrown under the bus is to learn how to drive the bus.”

“IT has to realize that Guided Analytics is an iterative process.”
Why do we spend $15 for a movie and wait in line 15 minutes to spend $20 for popcorn and a soda?

We are suckers for a good **STORY**.

So give decision makers a **plot**.
Get them **emotionally** engaged.
Give them a **call to action**.
We recommend discontinuing the practice of using temporary nurses to avoid overtime pay in this unit.
Who cares?

### Diagnosis-Related Groups

<table>
<thead>
<tr>
<th>Avg LOS</th>
<th># Patients</th>
<th># Physicians</th>
<th>Unique DRGs</th>
<th>Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.88</td>
<td>1.24k</td>
<td>15</td>
<td>1</td>
<td>-123.6k</td>
</tr>
</tbody>
</table>

#### Activity Levels by DRG

<table>
<thead>
<tr>
<th>DRG Label</th>
<th>Patients</th>
<th>Average LOS Excluding ED</th>
<th>Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Caesarean Section w/o cc</td>
<td>1,240</td>
<td>3.88</td>
<td>-$123,846.78</td>
</tr>
<tr>
<td>Caesarean Section w cc</td>
<td>125</td>
<td>9.28</td>
<td>-$112,875.14</td>
</tr>
<tr>
<td>Surgery for Scoliosis or Other Spinal Deformity</td>
<td>13</td>
<td>7.79</td>
<td>-$60,313.68</td>
</tr>
<tr>
<td>Extirpation of Trachea</td>
<td>4</td>
<td>32.68</td>
<td>-$72,000.45</td>
</tr>
<tr>
<td>Multiple Injury + 79</td>
<td>58</td>
<td>11.22</td>
<td>-$53,666.84</td>
</tr>
<tr>
<td>Normal Delivery w cc</td>
<td>161</td>
<td>5.41</td>
<td>-$48,370.89</td>
</tr>
<tr>
<td>Complex Injury with a Musculoskeletal System Primary Diagnosis</td>
<td>124</td>
<td>72.27</td>
<td>-$30,212.69</td>
</tr>
<tr>
<td>Multiple Injury + 89</td>
<td>22</td>
<td>27.84</td>
<td>-$27,705.44</td>
</tr>
<tr>
<td>Assisted Delivery w cc</td>
<td>93</td>
<td>6.77</td>
<td>-$36,976.91</td>
</tr>
<tr>
<td>Major Thoracic Procedures</td>
<td>3</td>
<td>36.67</td>
<td>-$33,447.45</td>
</tr>
<tr>
<td>Chronic Obstructive Pulmonary Disease or Bronchitis w/o cc</td>
<td>63</td>
<td>8.89</td>
<td>-$24,215.40</td>
</tr>
<tr>
<td>Medical Termination of Pregnancy</td>
<td>62</td>
<td>10.56</td>
<td>-$13,900.84</td>
</tr>
<tr>
<td>Congenital Hip Dislocation with Open Procedures</td>
<td>22</td>
<td>5.39</td>
<td>-$15,851.16</td>
</tr>
<tr>
<td>General Abdominal - Diagnostic Procedures</td>
<td>2</td>
<td>10.58</td>
<td>-$13,848.29</td>
</tr>
<tr>
<td>Accidental Injury without Brain Injury</td>
<td>106</td>
<td>1.36</td>
<td>-$12,843.29</td>
</tr>
<tr>
<td>Asthma w cc</td>
<td>6</td>
<td>14.67</td>
<td>-$11,961.36</td>
</tr>
</tbody>
</table>

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Trumped-Up Healthcare

Himss Alabama Chapter
Make it stop

Resources

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Total Cost To Treat Patients

Activity by Specialty

Activity by Age Groups

Unique DRGs: 1
Profit: -125.5k
I wonder what’s for lunch
“Decision makers aren’t going to make decisions based on charts they need a story to draw them in.”
Data Consumption Continuum

Amount of Storytelling required to obtain Actionable Intelligence

Data Consumption Type

Level of skill needed to consume
Level of skill needed to produce

Reporting
- Data Consumers have to trust that they can make the right selections

Guided Analytics
- IT has to trust business analysts to utilize the right data sources

Governed Self Service Analytics
- Executives have to trust that investment will pay off

Predictive Analytics
- Standard Work

Continuous Improvement
- Standard Work

Continuous Improvement
- Standard Work

Continuous Improvement
- Standard Work

Continuous Improvement
- Standard Work

Actionable Intelligence

Return on Investment Process Improvement

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In summary ...

“It is not intelligent to take action on data you don’t trust.”

“Chasms caused by a lack of trust are what is slowing data consumption.”
Thank you

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