

# PHILIPS

## Blue Jay CONSULTING

Services



## Trauma Center Consulting Services

Philips Trauma Center Consulting Services provide strategic guidance and hands-on support focused on trauma center leadership, operations management, new program development, site survey support, and clinical and financial performance.

Our consultants provide subject matter expertise and leverage best practices to help trauma centers achieve clinical excellence and operational efficiency while improving financial performance and delivering quality patient care. Recommendations are data-based and prioritized to align with an institution's short- and long-term goals to achieve sustainable results.

### Key benefits

- Assists in achieving ACS verification or state designation
- Manages staff and day-to-day operations
- Helps in the development and implementation of clinical performance improvement plans
- Assesses financial performance and provides recommendations for improvement in documentation, coding, and billing processes
- Provides expert guidance in new trauma center development
- Develops post-survey corrective action plans

### Typical client needs

A well-run trauma center can contribute to the financial success of a hospital. Hospitals often need trauma program consulting services to help with gaps in leadership and staffing, performance improvement, and financial optimization.

Our consultants also assist hospitals with new trauma center development and existing trauma center support for verification or designation site survey.

### An innovative approach

Our consultants collaborate with leadership, staff, and physicians to provide strong team leadership, hands-on operational support, and improvement guidance.

### Service offerings

**Interim leadership:** When there is a gap in leadership positions, our consultants provide interim leadership to help improve staff and operational performance, increase team collaboration and communication, and position new leadership for long-term success.

### Performance improvement:

Our team of interim performance improvement nurse leaders provide guidance on trauma quality improvement activities including: data collection, analysis, trending, benchmarking, and outcome reporting to identify areas for improvement.

**Program development:** A strategic review of trauma center costs and revenue is conducted to help determine feasibility in developing a trauma program. Our consultants provide assistance with trauma program implementation to achieve ACS verification or state designation.

**Site survey:** Based on a gap analysis of compliance with trauma center standards, our consultants provide expert guidance to help achieve ACS verification or state designation.

Our consultants can also analyze post-survey accreditation reports to assist in the development of a corrective action plan to achieve verification.

**Financial assessment:** A trauma-specific coding and billing assessment is conducted to identify areas for operational performance improvements and to assure trauma center stability.

### Proven results\*

The below is a sample of results clients have achieved after leveraging Philips Trauma Services Consulting:

- Corrective action plan to assist a Level III Trauma Center regain ACS verification
- Financial assessment revealed a positive margin and prevented closure of a Level II Trauma Center

### Learn more

Through collaborative and patient-focused consulting engagements, Philips Healthcare Transformation Services can help unlock insights and opportunities to improve care efficiency. We can help you achieve meaningful and sustainable improvements in clinical excellence, operational efficiency, care delivery, and financial performance.

For more information, please visit [www.philips.com/healthcareconsulting](http://www.philips.com/healthcareconsulting).

