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Siemens Names 2011 'Most Inspired' Healthcare Providers

Malvern, Pa., August 19, 2011– This week, Siemens Healthcare announced the “most inspired” participants in its 2011 Inspired Healthcare Outcomes Challenge, which recognizes organizations for exceptional outcomes achieved through the use of Siemens health information technology (IT).¹ Submissions from across the country were evaluated by a panel of experts selected from industry leading consulting firms who participate in Siemens Consultant Alliance Program. Recipients were announced on August 15 at Innovations '11 for Healthcare IT, in Las Vegas, from August 14-17. Innovations '11 for Healthcare IT is a symposium where Siemens health IT customers can share ideas, and familiarize themselves with innovative strategies that will help them improve efficiencies and stay ahead of the technological curve.

Charleston Area Medical Center (CAMC), Charleston, W.V., was honored for using Soarian® Clinicals to help decrease response and intervention time for hypotensive patients. CAMC used Soarian technology to auto-page the Medical Emergency Treatment Team when a systolic blood pressure of less than 80 was documented in the vital signs page.

Virtua Health, Marlton, N.J., was recognized for using INVISION® Financials and HDX® to help decrease the denial rate and improve receivables collection. By leveraging up-front eligibility verification and reducing manual data entry, Virtua reduced denials from 11 percent to 4 percent, reduced the number of staff who were focused on denials, and lowered AR days from 67 to 36.

John T. Mather Memorial Hospital (Mather Hospital), Port Jefferson, N.Y., was recognized for reducing the methicillin resistant *Staphylococcus aureus* (MRSA) infection rate by leveraging NOVIUS® Lab and implementing a MRSA rapid screening program. By implementing vertical integration with Siemens IT products to enable the laboratory to send immediate, actionable information to healthcare providers, staff lowered the MRSA infection rate from 0.9 per 1,000 patients in 2007 to 0.25 per 1,000 patients in 2010, saving the hospital a total of nearly \$2 million.

United Health Services, Johnson City, N.Y., used Siemens Decision Support Solutions (DSS) to help reduce hospital readmissions from 9 percent in 2009 to 6 percent in 2011. DSS tools, such as stored procedures and integration services, were used to calculate a LACE (Length of stay, Acuity, Co-morbid conditions, previous Emergency department visits) score for each patient. Scores were then compiled in reports which helped to focus the attention of nursing unit care managers on the patients at highest risk. This helped remind care managers to provide education, post-discharge instructions and medication management instructions.

¹The outcomes achieved by the Siemens customers described herein were achieved in the customer's unique setting. Since there is no “typical” hospital and many variables exist (e.g., hospital size, case mix, level of IT adoption), there can be no guarantee that others will achieve the same results.

The **Siemens Healthcare Sector** is one of the world's largest suppliers to the healthcare industry and a trendsetter in medical imaging, laboratory diagnostics, medical information technology and hearing aids. Siemens offers its customers products and solutions for the entire range of patient care from a single source – from prevention and early detection to diagnosis, and on to treatment and aftercare. By optimizing clinical workflows for the most common diseases, Siemens also makes healthcare faster, better and more cost-effective. Siemens Healthcare employs some 48,000 employees worldwide and operates around the world. In fiscal year 2010 (to September 30), the Sector posted revenue of 12.4 billion euros and profit of around 750 million euros. For further information please visit:

> www.siemens.com/healthcare.

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