



**3M** Science.  
Applied to Life.™

3M Health Information Systems

# Real results:

Profiles of 10 organizations that found millions in financial opportunities with the 3M™ Performance Matrix Platform

insights by verily

Today's healthcare environment is continually increasing pressure on healthcare providers to maximize clinical and operational efficiencies. From payment reform to the rise of consumerism in health care, health systems must find ways to provide higher quality care at reduced costs.

The 3M™ Performance Matrix Platform identifies, quantifies, and prioritizes a health system's most pressing issues to help providers convert challenges to opportunities.



# Real health systems. Real opportunities.

**How much are operational inefficiencies costing your health system? And what do those inefficiencies mean for the quality of care your organization is providing?**

These are the kinds of questions that brought 3M Health Information Systems and Verily Life Sciences together. 3M has decades of experience in health data, and Verily has deep understanding of analytics engines. It's a perfect match for tackling these important and costly questions.

We began with the goal of investigating health system performance against several key quality benchmarks and then identifying the preventable issues. From there, we could create a prospective financial opportunity analysis for each and every hospital in the U.S. healthcare system.

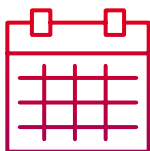
To accomplish this work, we developed the 3M™ Performance Matrix Platform—a performance management solution that can analyze health data from hundreds of health systems. And we did just that.

This e-guide brings you the high-level results of our analysis, highlighting a sample of 10 of the healthcare organizations we analyzed. Read on to see the prospective financial opportunities we uncovered for these organizations, which vary from a one-hospital system in the Midwest to nationwide IDNs with more than 50 hospitals each.

# Our approach:

Medicare data was risk-adjusted using 3M's proprietary methodologies to assign each patient to a clinically meaningful risk category. Risk adjusting the data provided a standardized view of the patient population, making it possible to accurately compare quality and performance measures against risk-adjusted national benchmarks:

## What initial measures were evaluated?



### Length of stay

The length of stay (LOS) measure is an indicator of efficiency and provides guidance for LOS reduction. This measure compares the Medicare population's LOS rates by condition to national benchmarks.

The opportunity shown represents the financial gain that could be achieved by reducing LOS to expected levels.



### Hospital ICU days

Days spent in ICU may indicate a hospital's propensity to admit patients to an ICU, as well as quality of care and cost variation. This risk-adjusted measure compares ICU admission frequency and length of stay by condition to national benchmarks.

The opportunity shown represents the savings that could be achieved by reducing ICU days to expected levels.



### Avoidable care

Avoidable care was evaluated based on two risk-adjusted metrics: potentially preventable readmissions (PPRs) and potentially preventable complications (PPCs). These measures compare the Medicare population's PPR and PPC rates by condition to national benchmarks.

The opportunity shown represents the savings that could be achieved by reducing avoidable care to expected levels.

# What opportunities were found for organizations like yours?

Click on the size of health system that best matches your organization to explore the results.



## Health system profile: Single hospital

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**Region:** Southwest

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**Type:** Public system with teaching hospital

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**Beds:** 500+

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**Annual Admissions:** 20,000+

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**Their financial opportunities identified by the 3M™ Performance Matrix:**

LOS

**\$1,793,626**

ICU

**\$229,940**

PPRs

**\$487,446**

PPCs

**\$398,557**

**Total opportunity: \$2,909,569**



## Health system profile: Single hospital

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**Region:** Midwest

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**Type:** Public, non-profit

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**Beds:** 700+

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**Annual Admissions:** 20,000+

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**Their financial opportunities identified by the 3M™ Performance Matrix:**

LOS

**\$3,407,989**

ICU

**\$149,399**

PPRs

**\$864,772**

PPCs

**\$231,151**

**Total opportunity: \$4,653,311**



## Health system profile: 2–10 hospitals

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**Region:** Northeast

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**Type:** Non-profit IDN

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**Beds:** 2,000+

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**Annual Admissions:** 75,000+

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**Their financial opportunities identified by the 3M™ Performance Matrix:**

LOS

**\$34,924,875**

ICU

**\$1,179,825**

PPRs

**\$5,194,709**

PPCs

**\$3,801,175**

**Total opportunity: \$45,100,584**



## Health system profile: 2–10 hospitals

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**Region:** Southeast

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**Type:** Academic medical center

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**Beds:** 1,000+

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**Annual Admissions:** 35,000+

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**Their financial opportunities identified by the 3M™ Performance Matrix:**

LOS

**\$27,822,270**

ICU

**\$1,720,105**

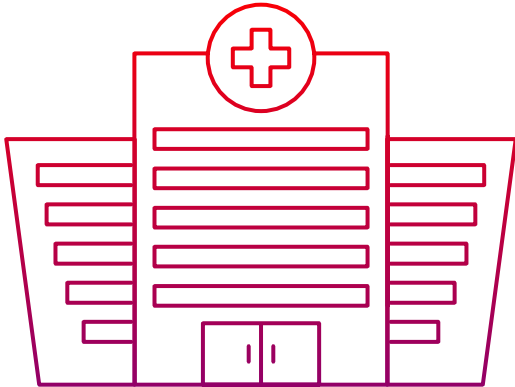
PPRs

**\$1,869,130**

PPCs

**\$6,213,628**

**Total opportunity: \$37,625,133**



## Health system profile: 11–25 hospitals

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**Region:** Northeast

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**Type:** Non-profit, public health system

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**Beds:** 4,500+

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**Annual Admissions:** 150,000+

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**Their financial opportunities identified by the 3M™ Performance Matrix:**

LOS

**\$51,910,101**

ICU

**\$529,153**

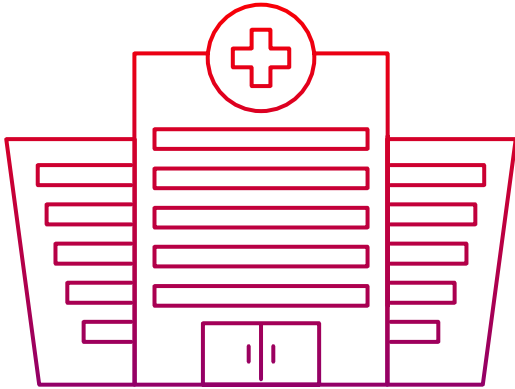
PPRs

**\$5,528,699**

PPCs

**\$5,096,856**

**Total opportunity: \$63,064,809**



## Health system profile: 11–25 hospitals

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**Region:** Southwest

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**Type:** Faith-based, not-for-profit

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**Beds:** 3,500+

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**Annual Admissions:** 150,000+

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**Their financial opportunities identified by the 3M™ Performance Matrix:**

LOS

**\$72,262,463**

ICU

**\$5,742,389**

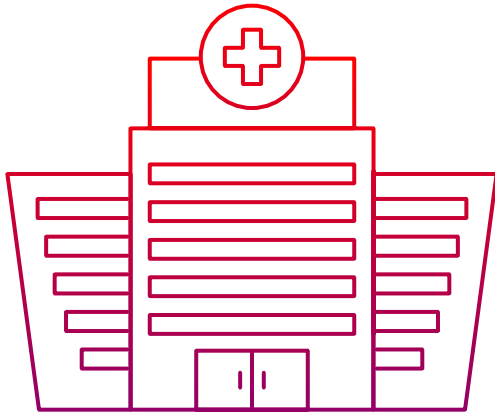
PPRs

**\$10,142,926**

PPCs

**\$11,648,216**

**Total opportunity: \$99,795,994**



## Health system profile: 26–50 hospitals

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**Region:** National

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**Type:** Private, non-profit and for-profit

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**Beds:** 6,500+

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**Annual Admissions:** 250,000+

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**Their financial opportunities identified by the 3M™ Performance Matrix:**

LOS

**\$49,120,140**

ICU

**\$3,721,590**

PPRs

**\$24,402,319**

PPCs

**\$1,666,687**

**Total opportunity: \$78,910,736**



## Health system profile: 26–50 hospitals

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**Region:** West

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**Type:** Faith-based, non-profit IDN

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**Beds:** 10,000+

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**Annual Admissions:** 500,000+

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**Their financial opportunities identified by the 3M™ Performance Matrix:**

LOS

**\$104,183,384**

ICU

**\$8,797,031**

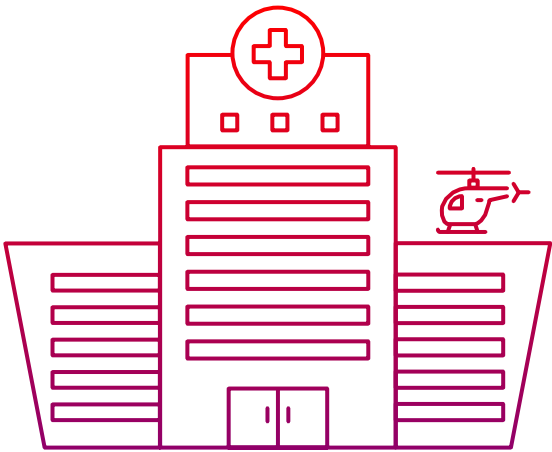
PPRs

**\$19,264,820**

PPCs

**\$15,466,166**

**Total opportunity: \$147,711,401**



## Health system profile: 50+ hospitals

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**Region:** National

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**Type:** Publicly-traded, for-profit IDN

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**Beds:** 10,000+

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**Annual Admissions:** 500,000+

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**Their financial opportunities identified by the 3M™ Performance Matrix:**

LOS

**\$250,855,211**

ICU

**\$20,680,246**

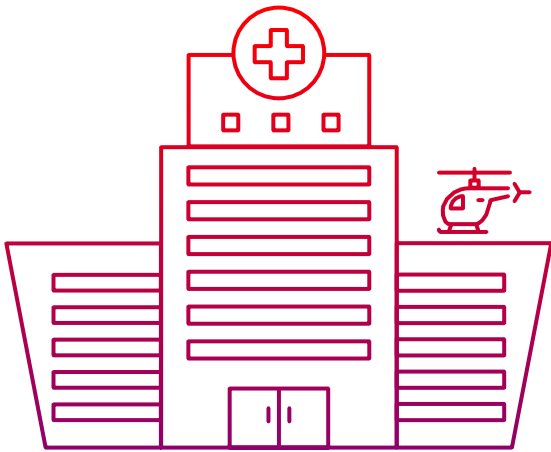
PPRs

**\$44,638,548**

PPCs

**\$29,258,850**

**Total opportunity: \$345,432,854**



## Health system profile: 50+ hospitals

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**Region:** National

---

**Type:** Faith-based, non-profit IDN

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**Beds:** 10,000+

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**Annual Admissions:** 500,000+

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**Their financial opportunities identified by the 3M™ Performance Matrix:**

LOS

**\$315,505,264**

ICU

**\$20,355,211**

PPRs

**\$42,577,504**

PPCs

**\$45,280,515**

**Total opportunity: \$432,718,494**

**3M's decades of health data and risk-adjustment expertise. Verily's advanced health data processing.**

**Two innovators creating one solution to drive real change.**

**Curious about your organization's savings opportunity?**

Find out how your organization compares and learn how the 3M™ Performance Matrix goes beyond high-level opportunity analysis to identify addressable root causes.

Receive a custom report with detailed insights of what we found for your organization.



## **3M and Verily**

A subsidiary of Alphabet, Inc., Verily Life Sciences is focused on developing tools and devices to collect, organize and activate health data. Its mission is to make the world's health data useful so that people enjoy healthier, longer lives.

In October 2016, 3M Health Information Systems entered into a strategic agreement with Verily.

The goal? Develop a technology platform designed to analyze quality performance data across healthcare delivery systems and patient populations, and deliver meaningful information that can be used to promote real and sustainable improvements in healthcare quality and cost.

The result? The 3M™ Performance Matrix Platform.

3M brings 30 years of experience in health data coding, classification and industry-leading risk stratification methodologies. Verily brings deep domain expertise in data analytics and the development of advanced healthcare research tools and algorithms.

Two innovators. One solution driving real change.



**Health Information Systems**  
575 West Murray Boulevard  
Salt Lake City, UT 84123 U.S.A.  
800 367 2447

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