

# Value Management

*Get to the heart of your healthcare data faster.*

Healthcare reform has transformed the way care is evaluated, delivered, and reimbursed. This evolution in operating models impacts nearly every mission-critical process—especially value analysis.



TractManager's technology-enabled value analysis solution provides a structured framework for the distribution and evaluation of decision-support data. It brings together the necessary evidence, safety, regulatory, recall, spend, price benchmarking, and contract data to evaluate capital equipment, med-surg supplies, and outsourced services, all in one place.

## Value, Redefined

A focus on cost reduction is no longer sufficient for a successful value analysis program. To positively impact patient outcomes and total economic value, clinical perspectives must be integrated with the supply chain. Engaged physicians are 26% more productive and refer 51% more patients\*.

- ▶ Accelerate new product requests.
- ▶ Increase collaboration during committee review.
- ▶ Make more informed and defensible decisions.

## Complimentary Summary Report

For a complimentary assessment of your current value analysis efforts, **contact us today**. We'll analyze the effectiveness of your organizational decision-making processes and technology, and help you chart a course toward improvement.

**To learn more, visit [www.tractmanager.com](http://www.tractmanager.com).**



How Can We Help You?

[www.tractmanager.com](http://www.tractmanager.com) | [info@tractmanager.com](mailto:info@tractmanager.com)



## A CLOSER LOOK

Our value analysis advisors examine the four dimensions that foster more informed decisions.

### People

- Who decides?
- How are decisions made?

### Process

- Consistent, transparent, and reproducible.
- The right tools and data to answer every question.
- Drives engagement and collaboration.

### Technology

- Cloud-based.
- Secure.

### Evidence

- Interpreted clinical, financial, and product evidence.
- Unbiased, objective, and critically appraised.

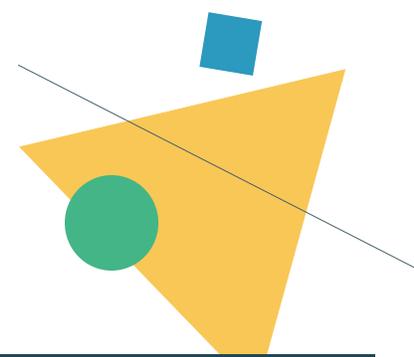
\* Source: Gallup study on physician engagement quoted in "What Too Many Hospitals Are Overlooking"

## Better Decisions, Better Healthcare

*Get a better view.*

Rather than a process that starts and ends with product assessment, our data-driven value analysis solution helps you evaluate the full scope of any decision.

<b>Decision To Buy</b>	Automate the distribution of financial, clinical, and comparative effectiveness evidence to support sound decisions.
<b>Provider Evidence</b>	Our Clinical Advisors (RNs) start with the right questions, so your team can assess the potential impact on patient outcomes, clinician satisfaction, insurance reimbursement, and strategic goals.
<b>Basic Initiative Analysis</b>	We deliver and configure standard workflows for new product requests, replacements, and more.
<b>Value Analysis Assistance</b>	Our experts help you design, integrate, and implement an efficient process for purchasing and other value-management decisions.
<b>Custom Initiative Analysis</b>	Our dedicated value analysis consultants handle everything—from discovery and evidence analysis to reviews and custom projects.



**MORE SAVINGS AND REVENUE**

**\$375K**

A Midwest health system identified \$375,000 in annual savings on med-surg technologies using our value analysis solution.

**\$2.8M**

With TractManager, one health system saved \$2.8 million after standardizing utilization of Cardiac Rhythm Management devices.

## Rapid Results, Ongoing Support.

Our expert analysts are professionals with experience and education in capital management, value analysis program design and development, clinical integration, utilization of evidence in decision-making, and putting evidence into practice.

Let us analyze the current state of your value analysis practices, identify your organizational goals, and determine the best mixture of technology, services, and support needed to achieve them.

- Consultative training, ongoing support throughout the year.
- Improve results and insights with on-demand professional services (custom, project-based, and non-recurring).
- Dedicated clinical and sourcing services available.



TractManager empowers the unsung heroes who make healthcare organizations run, with insights and technology that lead to smarter decisions. From improved sourcing decisions, to compliant contract lifecycle management, to credentialing and provider management, we help people run their healthcare systems at peak efficiency, with minimal risk. And when that happens, something pretty wonderful happens — patients receive better care.

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