

# Joint Replacement Programs: Performance Improvement in Care, Margin and Volume >

A 435-bed community hospital was experiencing an out-migration of joint replacement cases to a competing health system. The out-migration was compounded by the loss of a few key surgeons who relocated outside the market.

## BALANCING CARE, MARGIN AND VOLUME GOALS

The hospital engaged Accelero to develop a comprehensive service line management program that would not only recapture the joint replacement case volume, but also focus on improving the patient experience and operational efficiencies.

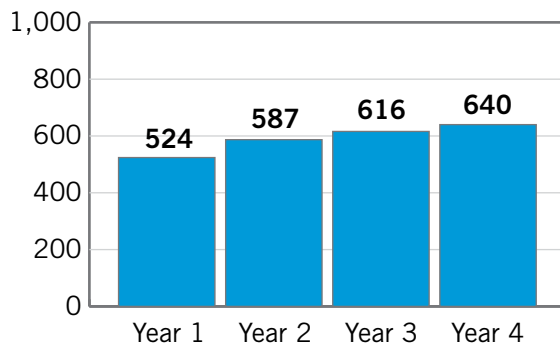
- Improve patient care and margin through more disciplined length of stay management.
- Reduce discharge delays through multi-disciplinary rounds, modified order sets and care pathways, and functional discharge criteria.
- Grow volume by using Accelero's Marketing Tool Kit to highlight the program benefits to patients and referring physicians.



## ACHIEVING RESULTS

Through implementation of the key service line initiatives, 90% of patients were discharged in three days, and 70% of the patients were discharged directly to home. This not only improved financial performance, but created a more standardized experience for the patients and surgeons. From a volume perspective, both the surgeons and hospital exceeded their growth goals.

**22% cumulative increase in total joint replacement volume over a four year period**



**\$700,000+ in cumulative bed day cost savings as a result of reduced LOS**

### TJR Day 3 Discharge Trend

