

# Accelero Fact Sheet

## WHO WE ARE

Accelero Health Partners is a results-oriented consulting firm that specializes in the design and implementation of high performing musculoskeletal programs. Founded in 1998 as Human Motion Institute, Accelero is a fully owned subsidiary of Zimmer Holdings Inc.

## WHAT WE DO

Accelero provides expertise in assessing, implementing and managing musculoskeletal service lines as well as individual product lines for joint care, geriatric fracture, spine care and outpatient surgery.

## CAPABILITIES

Accelero's team of experts provide highly specialized consulting in process improvement, perioperative efficiency, patient outcomes, patient experience, physician alignment, marketing, and program certifications. The team uses a set of exclusive and patented tools, including:

- **Business Intelligence.** *OrthoVal*® – Accelero's exclusive database of orthopedic program and perioperative data from hundreds of hospitals – provides valuable benchmarking data necessary to understand the current state and set competitive goals.
- **Process Improvement.** A patented Success Factor Scoring System with 312 unique criteria for leading musculoskeletal programs is the basis for isolating areas of concern. Our highly trained team uses lean methodology and best practices to create highly efficient processes and procedures.
- **Growth Strategy.** With expertise in market strategy, competitive analysis, branding, consumer and referral source marketing, Accelero can help build awareness and drive growth.

## DELIVERY MODELS

Services are provided through three, congruent approaches:

- **Assessment.** A thorough program evaluation consisting of a detailed analysis of hospital data, market review, onsite observation, and interviews with all relevant stakeholders. A formal plan is presented that provides benchmark data, targeted metrics for key performance indicators (KPIs), and a roadmap to achieve exemplary, sustainable results.
- **Implementation.** Execution is the key to success. Accelero provides direction and discipline; helping healthcare providers to achieve a quicker time to benefit and avoid costly missteps. Team members work onsite to understand internal dynamics, educate, facilitate interdisciplinary teams, foster relations, and manage the process to ensure success.
- **Management.** Paramount to long-term success is continuous improvement. Accelero provides a business intelligence engine with a full set of dashboards, providing easy access to all KPIs AND the ability to always know where a program ranks as industry metrics change.

## RESULTS

Accelero has helped to create over 300 market leading orthopedic programs, helping customers to achieve double-digit joint replacement volume growth as early as the first year. On average, our musculoskeletal assessments have identified over \$1.4M in financial opportunity based on improved efficiency and/or throughput.