



EHR/PM Solution



# Indigo Wound Care: Presentation and Case Study



## Benefits

### Indigo Wound Care

- Provides quick access to suggested treatment protocols, which helps improve wound care procedures and clinical outcomes
- Enables clinical staff to easily capture and document key assessment and intervention information by simply selecting pre-defined “check boxes” on a computer screen
- Automatically documents key assessment criteria captured by each member of the wound care team during and between patient appointments
- Stores and archives wound photographs over time, which enables a time-series analysis of wound progress that helps with treatment planning and revenue capture



## Benefits

### Indigo Wound Care

- Captures trend in wound size over time and helps educate non-compliant patients who respond more positively to visual goals
- Facilitates more timely intervention by clinical decision-makers when the wound is deteriorating
- Eliminates all paper-based patient records and easily captures key quality measures via easy-to-use data-entry screens
- Drives the collection of data for quality measurements and enables a comparative analysis of key quality measures before and after treatment



## Benefits

### Indigo Wound Care

- Prevents duplication of effort by wound care personnel
- Provides the ability to market a wide range of patient care and ancillary services for one-stop access to healthcare services
- Seamlessly integrates with healthcare partners, which enables caregivers to easily coordinate treatments and care plans
- Facilitates and streamlines patient education because the correct educational materials are automatically generated for the patient
- Improves charge capture and makes an important impact on the bottom line



## Case Study

### **Hamilton Wound Care and Hyperbaric Center**

- Improved clinical outcomes and greater patient satisfaction
- \$217,140 annual cost savings in the first year
- 363% return on investment in the first year
- 29% increase in productivity in wound care staff



## Case Study

### Data Fundamentals at Hamilton

- Wound care staff: MD and ten RNs
- MD provides 1,000 hours and each RN provides 1,400 hours of wound care per year (patient encounters)
- Pre-Indigo: staff manages 4,285 patient encounters January 2009-December 2009
- Post-Indigo: same staffing level manages 6,000 patient encounters June 2010 - May 2011
- Indigo enabled same staffing levels to manage an additional 1,715 patient encounters, thereby delivering cost savings of \$217,140 in the first year of full use



## Case Study

### Data Fundamentals at Hamilton

- Hours per patient encounter reduced from approximately 3.5 hours to 2.5 hours with improved clinical outcomes

Scenario	Encounters per Year	Hours per Encounter	Wound Care Hours per Year
Pre-Indigo	4,285	3.50	14,998
Post-Indigo	6,000	2.50	15,000



## Case Study

### Data Fundamentals at Hamilton

- Pre-Indigo: 4,285 patient encounters @ 3.5 hours per encounter
- Post-Indigo: 6,000 patient encounters @ 2.5 hours per encounter

Combined Data: One MD and Ten RNs	Labor Cost per Patient Encounter	Labor Cost per 6,000 Encounters
Pre-Indigo: 3.5 hours per encounter	<b>\$126.67</b>	<b>\$759,990.00</b>
Post-Indigo: 2.5 hours per encounter	<b>\$90.48</b>	<b>\$542,850.00</b>
Cost Savings	<b>\$36.19</b>	<b>\$217,140.00</b>





## Case Study

### **Dr. Robert Burns, Medical Director of Hamilton Wound Care**

- *“Indigo enables our wound care specialists to spend more time focusing on the patient and less time on charting.”*
- *“The clinical results are greater and the system reduces denials from Medicare and Medicaid.”*
- *“Reporting enables us to measure effectiveness of care plans so that best practices for clinical effectiveness as well as cost efficiency can be identified and repeated.”*
- *“Hamilton can now provide improved wound care to more patients with the same staffing levels.”*



## Case Study

### Cindy Dixon, Director of Hamilton Wound Care

- *“We’ve reduced our time per patient encounter from approximately 3.5 hours to about 2.5 hours, which translates into a 29% improvement in productivity.”*
- *“We achieved cost savings of about \$18,000 per month or about \$217,000 annually.”*
- *“I’ve saved admin time, clinical time, my paper and print costs have gone way down, and I’m even giving away office furniture because it’s not needed anymore.”*
- *“The system translates into less wait-time for the patients.”*



## Case Study

### **Rena Hernandez, RN, Wound Care Specialist**

- *“With Indigo, we don’t need to click around multiple screens to find needed information, everything is easily accessible right there on top of the screen—alerts, meds, patient name, patient history, everything.”*
- *“After patients receive their treatments, we give them a small, mobile computer tablet and they just sign on a touch-pad computer.”*
- *“With Indigo, capturing data is a breeze, and our clinical staff can sign-off online instead of dealing with paper.”*
- *“Patients can even sign their consent forms online.”*



Thank You  
For Considering

  
indigo.

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