Case Study: Hospital Sisters Health System
Improves Efficiency 76% with Value Analysis Workflow Solution

Problem
Hospital Sisters Health System (HSHS), a multi-institutional healthcare system in Illinois and Wisconsin, labored hard when it came to selecting new medical products. “We were several hospitals trying to act as one in a very manual process,” said Bob Beyer, vice president of supply chain. Their paper-based value analysis program was antiquated and inefficient. Lack of transparency resulted in duplicate submission requests and different decisions across the system.

With scores of community-based health centers and clinics, the 15-hospital health system needed a value analysis workflow system that would satisfy their clinical demands and organizational needs. HSHS had a robust partnership with ECRI Institute, including their full suite of technology decision tools, and wanted a value analysis solution that would be compatible and flexible.

Solution
When HSHS heard about ValuVu™, ECRI Institute’s new automated value analysis workflow tool that integrated clinical evidence, pricing, and safety data in an easy-to-use platform, they were hooked. As early adopters, HSHS collaborated closely with the ValuVu team on customizing and configuring the platform. “A plus for me was ECRI’s adaptability,” said Beyer after seeing the initial demonstration. “ECRI listened to us and included many of our suggestions during development and implementation.”

HSHS took a strategic approach in rolling out ValuVu, beginning with Western Wisconsin, one of their health system’s four divisions. To ensure a successful implementation, HSHS spent four months building awareness and vetting the new system with clinicians, requesters, and committee members. “Based on our long-standing relationship with ECRI, our entire team was open to this collaboration and we heard positive feedback from clinicians, committees, and the C-suite,” said HSHS’s Emily Cinquegrana, value analysis coordinator.

Improved efficiency was quickly apparent. ValuVu shortened request turn-around times by 76%, consolidated information in one place, and created a more integrated approach.

Result
ECRI Institute’s value analysis workflow solution helped Hospital Sisters Health System improve efficiency, increase transparency, and reduce workload with new product evaluations. They gained 76% efficiency in converting from a manual system to a streamlined automatic workflow platform.

After completing the first successful implementation in their Western Wisconsin division, HSHS is now working to implement ValuVu at their other divisions. “We’ve had a lot of success with ValuVu,” said Beyer, and are looking forward to improving efficiency throughout our system.

Our previous paper process took 60 to 90 days to complete. With ValuVu, our average turn-around time is 14 to 18 days.”

— Emily Cinquegrana
Contract Specialist
Hospital Sisters Health System

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