



HAYES

MANAGEMENT CONSULTING

Optimizing the business of healthcare

Population Health Consulting Services

From readiness assessment to optimization

As payment models shift from fee for service to fee for value, the need for a population health strategy is becoming more crucial than ever. And yet, there are a lot of questions to answer, including which tool best suits your organization, where to start and what is the long range plan for your goals?

Our proven methodology includes developing a comprehensive leadership requirement that considers the priorities and goals that are unique to your organization.

Our consultants come from the frontlines of healthcare and weave this reality into every engagement so you can be sure to receive realistic and effective recommendations. We are also “vendor agnostic” bringing expertise in a variety of systems so we can help you pick the right solution for your specific needs.

Population Health Consulting Services:

- **Population Health Readiness Assessment:** Hayes is able to quickly assess the goals of your organization and determine if there are any workflow or data mining issues that could impede a successful PHM implementation. As part of this assessment, we also provide you a list of current PHM tools, recommendations for which tools fit with your goals, and outline a list of resources required to execute, maintain and report key PHM metrics.
- **Population Health Strategy Development:** Hayes’ expertise in strategic planning allows us to help you match your organizational goals with your population health objectives. In order to have a solid strategy, organizations must define accurate and tangible objectives with realistic goals. As part of this service, we provide you a list of initial metrics to track, help build the requirements needed for a PHM tool, and will provide you with a comprehensive plan that sets the foundation for your population health initiative.
- **Population Health RFP Development and Vendor Selection:** There are more and more PHM vendors entering the market every day. Hayes can assist your organization in making this critical choice of selecting the right vendor and product by helping you develop a targeted request for proposal

Hayes has been helping healthcare organizations choose and implement the right systems for over twenty years.

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that ensures your organization's vision is accurately reflected and vendors answers the right questions so you can make the best choice. Hayes provides you with an impartial recommendation (vendor agnostic) that dives deep into software capabilities and ranks the ability of the vendor to meet your population health strategic requirements.

- **Population Health Provider Engagement Services:** In order for your population health program to work, you need buy-in from your physicians. We are adept at engaging physicians during heavy clinical workdays as it is the foundation of our business. We work with your physicians in the overall program planning and design including setting clinical objectives, developing clinical workflows, creating physician extender protocols and gaining consensus on documentation requirements for both narrative and discrete data collection.
- **Comprehensive Systems Analysis:** Chances are your organization has a variety of systems and tools in place, including clinical analytics for other initiatives. Before purchasing a PHM tool, it's important to understand your current Business Intelligence and Clinical Intelligence tools so they can be leveraged and optimized. Hayes expertise is in assessing data sources, data translation tables and disparate HIT vendors and providing you with a comprehensive analysis, so you can make the best decision around new tools. While most consulting companies focus on niche systems, Hayes reviews all technical requirements and workflow efforts to prevent unnecessary investments in redundant systems.
- **PHM Optimization:** The amount and quality of data available with a PHM tool is equal parts impressive and overwhelming. In order to use your PHM tool effectively, you need a strategy that aligns your organizational needs with tool functionality. Hayes consultants can help you develop your population health strategy by triaging the populations to target, obtaining executive alignment on your PHM plan and providing benchmarks on how other organizations and peers are using their data to stratify risk by patient populations.

Hayes Management Consulting

Hayes Management Consulting is a leading, national healthcare consulting firm that partners with healthcare organizations to streamline operations, improve revenue and enhance technology to drive success in an evolving healthcare landscape.

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