

Beacon Partners

Company Overview and MEDITECH Experience



HEALTHCARE MANAGEMENT CONSULTANTS

Experience

- Over 450 engagements
- Significant national & international presence
 - Boston – San Francisco - Toronto
 - Hospitals
 - Integrated Delivery Networks
 - Academic Medical Centers
 - Physician Groups
 - Managed Care Organizations

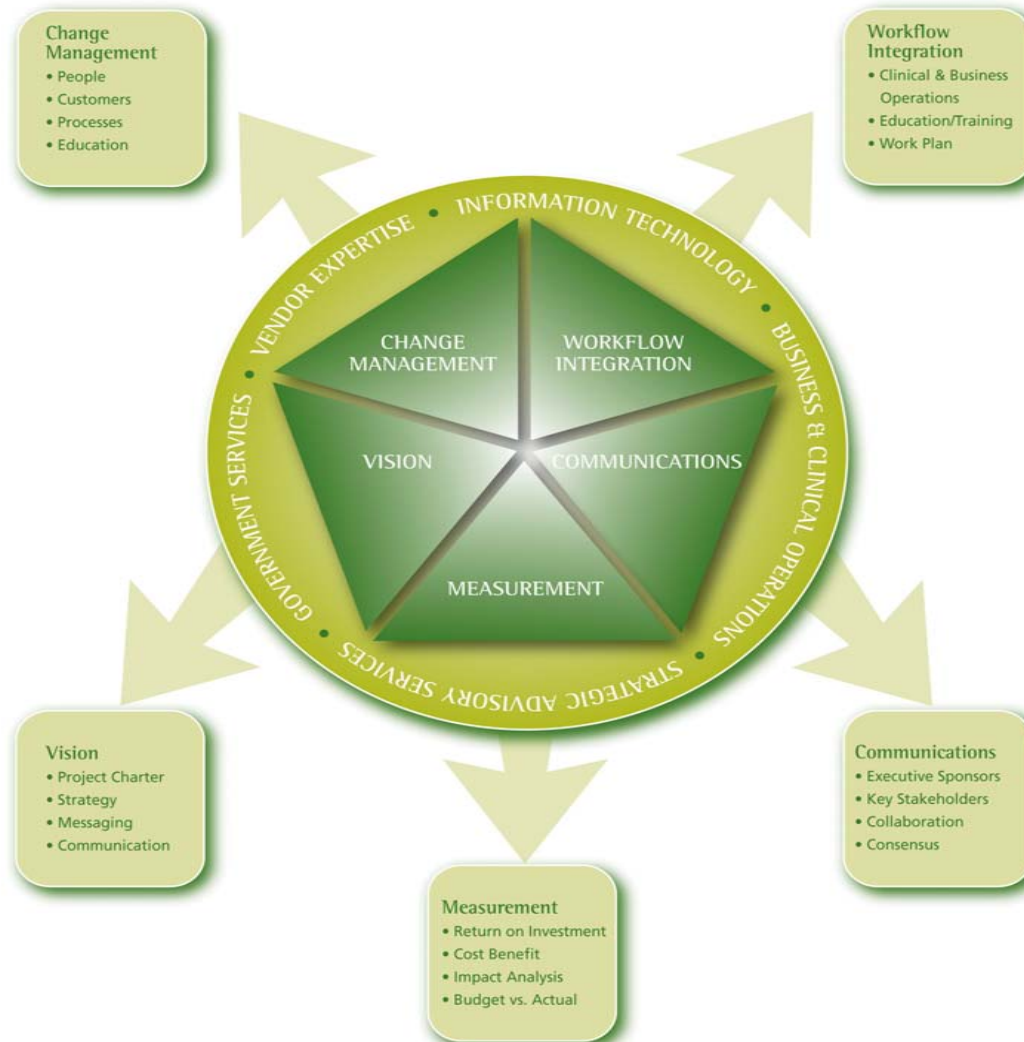


The Best Client Experience

- ENTERPRISE YIELD™
 - Deep understanding of the intersection of people, processes, and technology
- Hire and retain the best consultants
- The most reliable firm in healthcare consulting
 - The Beacon Promise
 - Industry's only satisfaction guarantee



The Beacon Process



Service Offerings

- **Information Technology**
 - Clinical, Financial, Hospital Patient Accounting & Practice Management Systems
 - System Optimization
 - Enterprise Application Integration
- **Clinical & Business Operations**
 - Work Flow Analysis
 - Change Management
 - Interim Management
 - Revenue Cycle Management
- **Strategic Advisory Services**
 - Strategic Planning
 - Outsourcing Advisory Services
 - Market Advisory Services
 - HIPAA Compliance



Case Study I: PHA Application Assessment

- Four hospital, twenty four health center system in New York.
- PHA application assessment with a focus on BMV readiness
- “Gap Analysis” comparing current state versus improvement opportunities
- PHA Formulary management and redesign
- PHA Application workflow issues and observations
- Preparation and timeline for future project (e-MAR, BMV, CPOE)



Case Study II: EMR Readiness Assessment

- Readiness Assessment and “Master Plan” for Electronic Medical Record
- Identification of Barriers to Success
 - Clinician/staff-buy in
 - Slow decision making
 - Staff retention
 - “Silos” of knowledge
- Development of Project Controls
- Documentation of current environment and desired future state
- Needs Analysis and Committee Development



Case Study III: MEDITECH Advanced Clinical Implementation

- 143 bed acute care facility in Georgia
- 2 Beacon consultants responsible for project management and detailed application work
- Change Management
- Clinical workflow redesign and integration
- PCS, EDM, ORM, BMV
- Hybrid EMR strategy



Thank You



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