

# great applications

BUILDING CARDIOLOGY CENTERS OF EXCELLENCE



St. Peter's  
Cardiac & Vascular Center

**“As a director, every morning I arrive and review our procedures: our caths, PCIs, echos—everything I need to stay apprised of how we are doing operationally. And it’s easy because the software is so intuitive. If I need to dig further into the details, I can do so, even as a non-technical person.”**

— Steven Cameron  
Director of Cardiac Services  
St. Peter’s Health Care Services

## Performance Tracking in Near Real-Time

### **Analytics Enable Clinical and Business Intelligence at St. Peter’s Cardiac & Vascular Center—Hour by Hour**

**T**he Cardiac & Vascular Center at St. Peter’s Health Care Services is at the forefront of cardiac medicine, committed to providing top-quality, evidence-based care to its patients. In support of this effort, the Center recently implemented LUMEDX Analytics software. The Analytics solution delivers high-level performance monitoring with drill-down capability, enabling cardiovascular centers to achieve clinical and operational excellence.

At St. Peter’s, administrative and clinical staff are now tracking a large number of metrics—easily and in near real-time. “As a director, every morning I arrive and review our procedures: our caths, PCIs, echos—everything I need to stay apprised of how we are doing operationally. And it’s easy because the software is so intuitive. If I need to dig further into the details, I can do so, even as a non-technical person,” says Steven Cameron, Director of Cardiac Services.

### **Marketing and Business Intelligence**

The analytics software plays a vital role in St. Peter’s marketing, helping the Cardiac & Vascular Center track referrals, identify slippage and take appropriate action quickly. Staff members can pull referrals by zip code, by physician, by quarter, and more, to see where they’re making progress and where they need to focus their marketing efforts.



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“We use the Analytics software for our marketing, our QI, our volumes, and budget and inventory analysis—for almost everything,” explains Cameron. “We look at stent utilization, which physician is using which stents, and under what circumstances. This helps us monitor inventory, and keep an eye on cost effectiveness.”

### Quality Data—on Demand

Because New York is a highly regulated state, the Cardiac & Vascular Center must closely monitor a large number of clinical metrics: mortality rates, stroke rates, respiratory failure, door-to-balloon times, fluoro times, lesions, stents, and more. In the past, dedicated—and overworked—staff members had to generate reports for management. Now staff and physicians are empowered to analyze and understand the Cardiac & Vascular Center’s performance at any time.

The ability to get accurate information on demand is critical for heart centers, especially in high-volume, high-cost and high-risk areas like cath. At St. Peter’s, cath reports automatically download into the registry database. Because reports are generally completed within 30 minutes of a case’s completion, up-to-date cath data is available for analysis in near real-time. Thus directors and other stakeholders have access to a clear picture of one of their most important department’s performance.

“I can easily tell what we did today and how we did today. We have a nearly hour-by-hour display of our data, which means we can track our performance at any time,” Cameron says. “It’s a manager’s dream.”

### A CLEAR VIEW OF CRITICAL METRICS...

- Procedure Volumes
  - Cath
  - Echo
  - PCI
  - Nuclear Studies
  - And others
- Mortalities
- Respiratory Failure
- Volumes by Physician
- Door-to-Balloon Time
- Fluoro Times
- Lesions
- Stent Utilization
- Referrals by Zip Code
- Referrals by Physician