



# Glassbeam Solution for the Utilization Analytics Market

## Healthcare Industry Challenges

Patient satisfaction reigns supreme in the current era of outcome-based healthcare. The quest to increase patient satisfaction is forcing healthcare providers to improve operational efficiencies, reduce patient revisits and reschedules, understand referral leakage and maximize utilization. Data exists to create and track these metrics, but is siloed into multiple hospital applications, presenting hospitals with the daunting task of analyzing a variety of data sources together. Imaging departments, in particular, have an additional challenge as the data volume for their fleet could be massive. Current solutions fall short on meeting these challenges and offering deeper data analytics. They are also rigid, lacking the ability to tailor solutions to hospital-specific needs. Glassbeam's solution disrupts this paradigm by offering advanced analytics on multiple data sources at massive scale, powered by rules, Artificial Intelligence (AI) and Machine Learning (ML) algorithms, providing richer analytics to improve hospital management and increase patient satisfaction.

## Glassbeam Solution for the Utilization Analytics Market

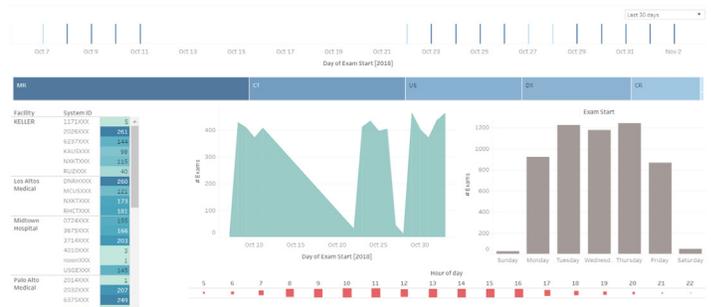
Glassbeam is a leading platform for analyzing complex data from any source or any device, including imaging modalities. Multiple manufacturers, health care providers, and ISOs are either using or evaluating Glassbeam for improving operational efficiency, increasing patient satisfaction and tracking asset utilization. Key components of Glassbeam's solution for Utilization Analytics include:

### Asset Utilization

Allows real-time monitoring of asset utilization on a monthly, daily or hourly granularity across all imaging modalities. Users can also compare utilization among facilities or between vendors.

### Procedure Analysis

Shows distribution of procedures across systems and operators. Procedures can be categorized by modalities to isolate outliers; for example, most or least used procedures.



## Referring Physician

Monitors referral leakage by analyzing patterns in referrals and creating awareness among physicians. Monthly or weekly trends can be plotted for a timely response.

## Patient Revisit

Provides analysis on procedures for a particular patient along with timeline and type of procedure, to eliminate redundant procedures. Patients can be correlated to referring physicians for additional insights.

## Operator Comparison

Compares operator performance against a benchmark or set of peers to identify need for improved training or on-boarding process.

## Key Benefits for Healthcare Providers

### Efficient and Timely Clinical Workflow Management

Monitor procedure time and utilization to improve clinical workflow; for example, redirect patients to reduce wait time.

### True 360-Degree Operation View

Solution can be easily extended by integrating with multiple hospital applications, for example, CMMS, RIS, scheduling system, credentialing system and billing.

### Better Understanding of Utilization

Correlates DICOM data with machine logs to create a true picture of utilization; for example, identifying discrepancies between # of Series/Sequences Sent vs # of Series/Sequences Actually Acquired.

### Customized Reports to Customer Specific Needs

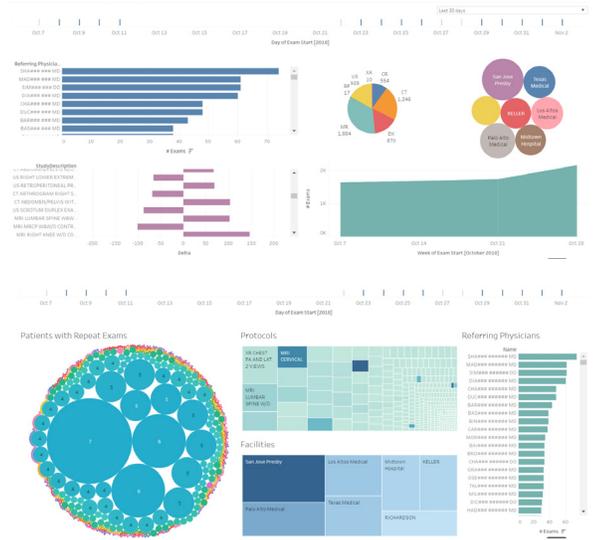
Ad-hoc reporting capability and customization helps hospital to tailor solution to its exact needs.

### Multi Modality Multi Manufacturer Enterprise Services

Provides an integrated view across all imaging modalities and manufacturers for the healthcare providers.

### Data Driven Capital Expenditure Decision

Real-time information on utilization augments decisions to procure right machines at the right time.



## About Glassbeam

Glassbeam is the premier machine data analytics company bringing structure and meaning to complex data generated from any connected machine in the Industrial IoT industry. Glassbeam's next generation cloud-based platform is designed to transform, analyze, and build Artificial Intelligence applications from multi-structured logs, for proactive/predictive maintenance and is deployed at many customers including leading Healthcare providers, ISOs and OEMs.



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