

# Optimising Unit financial performance



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# Overview

- Northern Respiratory
- Inpatient performance
- Outpatient performance
- Business Cases

# Northern Respiratory

- 0.5 EFT in January 2017
- 19.8 EFT November 2019 across 35 staff
- Inpatient Unit: 1,200 separations 18/19 Fin Year, 4 bed HDU on ward
- Outpatient Services:
  - 26 clinic sessions per week with full spectrum of subspecialty clinics (mostly MBS clinics 100% donation model)
  - 4 Clinical Nurse Consultants (General/Asthma, Oxygen, Lung mass, Pleural)
  - Respiratory function lab (6,500 tests per annum)

# People to know

- Business manager
- Coders
- Business Intelligence Unit

# Things to know

- WIES target and performance
- Coding and audit status of admissions
- Unbilled items and likely missing revenue
- Operating Cost Centre and SPF Cost Centre

# Inpatient performance

- More WIES = More resources
- Optimise clinical documentation
  - Education sessions for junior staff with coders
  - Examples of good documentation
  - Participate in audit
- Monitor LOS
  - Ask your BI team for your Relative Stay Index (RSI)
- Reduce Hospital Acquired Complications (HACs)

# Outpatient Performance

- Find the most suitable model for the particular type of clinic and negotiate a fair split with health service
- Reduce unbilled items
- Reduced FTA rate
- Waiting list management

# Business Cases

- Have a vision and sell it
- Understand what your hospital needs
- Under promise, over deliver
- Explore innovative models – MBS billing, WIES using HITH

**Questions???**

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