

Application Story

ROI: 1,200%
Payback: \$525,000.00



QUANTROS

Quantros is a provider of analytic healthcare decision-support solutions. Quantros' web-delivered applications provide a standard platform for automating resource intensive manual processes. Over 500 hospitals across the country use Quantros technology.

Situation

Healthcare organizations needed to provide their leadership with the decision-support systems to monitor and improve patient safety, accreditation and compliance, and staffing effectiveness – all in real time.

Insightful Solution

- StatServer®

Results

- Faster time-to-market. Time required to conceptualize and deliver solutions was cut by 50%
- Respond faster to regulatory changes, reaping time savings and avoiding penalties

Company Overview

California-based Quantros is a provider of analytic healthcare decision-support solutions. The company's solutions provide healthcare decision-makers with the information they need to ensure high-quality delivery of healthcare services within their facilities. Quantros's solution uses Web-enabled applications to help decision-makers serve a broad range of quality oversight and data management needs in hospitals, managed care organizations, pharmaceutical and biotechnology companies.

The company's mission is to strategically utilize the most adept, pertinent, robust and scalable information system tools and architecture to create data-driven, decision-making solutions to positively impact the population served. The company's vision is to develop innovative and integrated clinical information and outcomes measurement systems to optimize global health care delivery.

The Challenge

The healthcare industry faces stringent requirements structured by regulatory and compliance agencies, quality improvement boards within hospitals and population risk management departments. Healthcare decision-makers face significant challenges with constantly changing regulations and the necessity to react to meet new requirements quickly. With limited resources, analytic decision-making tools can help healthcare decision-makers make actionable decisions to ensure high-quality healthcare for patients at their facility.

The Strategy

Quantros required analytics that complement its robust healthcare management system. "We needed a flexible, extensible analytic platform that added depth to our solution so our customers could accomplish their patient safety, accreditation and compliance, and staffing effectiveness goals in record time," said Rajnish Mishra, president and CEO of Quantros. "The solution needed to provide a wide range of analytical methods so it could quickly adapt to our clients' unique needs. Plus, the vendor we chose needed to be well established and have a proven track record of delivering analytic solutions in large, business-critical application environments. Insightful met all these criteria."

Key Benefits

Quantros selected Insightful's StatServer. "Historically, developing applications required several months from conception to delivery," said Mishra. "With StatServer, we can now prototype new ideas very fast, cutting the time required to deliver solutions to our customers by 50%." With Insightful's technology, Quantros was able to incorporate new guidelines for staffing effectiveness issued by the Joint Commission on Accreditation of Healthcare Organizations (JCAHO) within three weeks, beating their competition to market.

"We selected Insightful software because they've been providing innovative data analysis solutions to Global 1000 companies for more than 16 years," continued Mishra. "As an established analytics provider, we knew we could rely on their expertise to integrate analytics into our solution and that our clients would have a proven, reliable decision-support system that would deliver confident results."

Calculating ROI

For Quantros, Insightful's flexible, extensible platform complemented by traditional and cutting-edge analytics enhanced their ability to deliver a robust healthcare solution to their clients.

ROI Direct Benefits	Before	After	Savings
Faster prototyping	50 days	25 days	\$525,000. Delivering 1,200 ROI %.
Indirect Benefits			
Extensibility	Slow, development cycle.	Fast, responsive development cycle.	Improved customer responsiveness to regulatory changes with new analytics.
Analytic depth	Limited	Comprehensive	N/A
Faster Analytics	Waiting for results	Accelerated time between business idea and prototype.	Time and indirect costs and market opportunity.
More confident decision-making	Historically required time to add in new relevant analytics and to review results.	Analytics and visualization provide new insight and better view of results for more confident decision-making.	Obtaining better information faster, leads to better decision-making.

Applications

- Exploratory Data Analysis
- Visualization
- Data Mining

Product

- StatServer