

B&I BENCHMARK
AND IMPROVE
APPLICATIONS & CONSULTANCY SERVICES s.a.l

Through Technology, Data Science & Business Insight WE HELP
Create Value, Quality Outcome, Great Experience & the Desired Results

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Who We Are

Professional solutions and consultancy services for healthcare.
Your catalyst for improvement.
Your reference for benchmarking.
Your gate for coordinated care.

Specialized in the development of solutions that maximize the value of healthcare data by enabling its exchange among all types of providers and by measuring and benchmarking performance at all levels, B&I s.a.l. offers essential management tools that support decision-making. We support identifying improvement opportunities and in selecting the optimal improvement plan that drives the creation of tangible value. A solutions and consultancy services firm headquartered in Beirut, Lebanon, B&I s.a.l. was founded by healthcare experts who bring extensive insight into the healthcare industry and its unique needs and challenges to the forefront. Merging experience with advanced technology and accurate analytics, we create unique solutions for hospitals, clinics, authorities, regulators, all other healthcare stakeholders, researchers and policymakers by giving them unprecedented access to data and consultants.

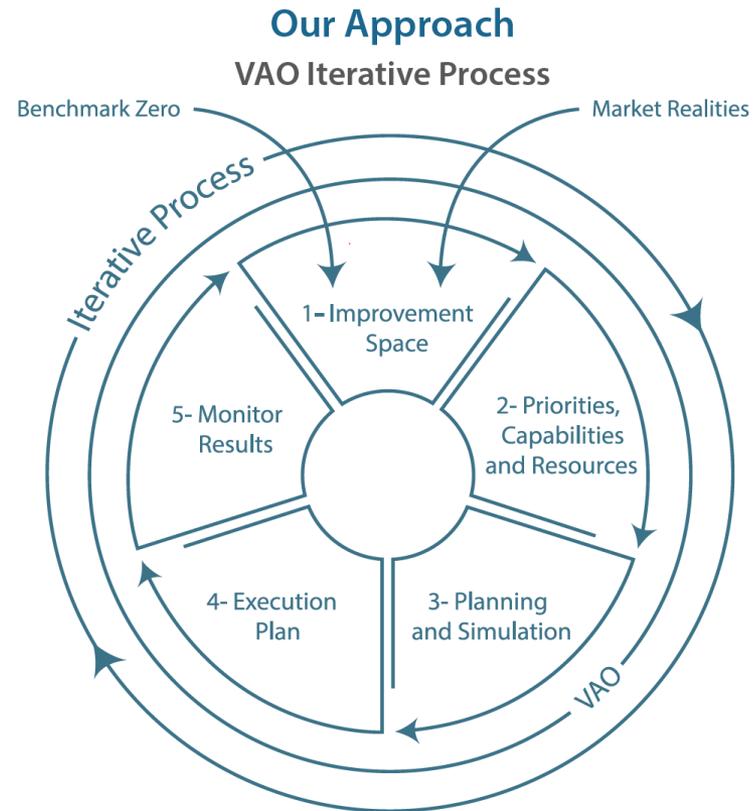


grow your potentials
grow your potentials

Spearheading Improvement

Gain knowledge and insight that fuel results.

B&I was established in 2016 to address a key gap in healthcare in the Levant, Gulf and entire MENA region: the lack of standardized measurement metrics and an external healthcare performance benchmarking platform. These are the vital prerequisites needed to improve industry performance. After all, “to measure is to know” (Lord Kelvin) and “to know is to improve” since “an organization cannot improve its performance if it does not know first how it is performing. Without first measuring, organizations cannot gauge whether their efforts are adequate or exceptional or whether things could be improved” (the joint commission international literature Benchmarking in the Healthcare, second edition).



The Solution

Improve performance.

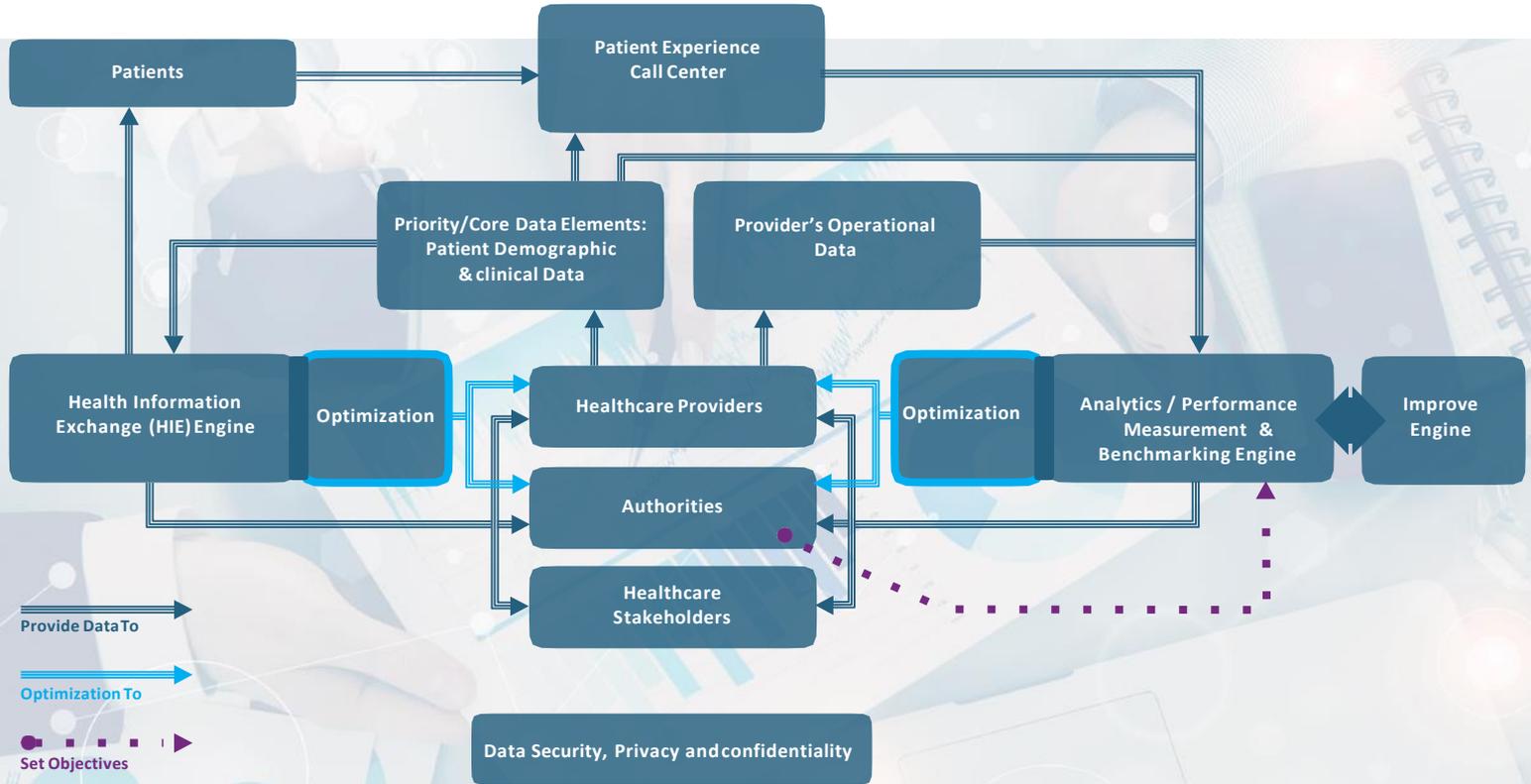
Benefit from a value-based healthcare system.

Increase quality while reducing cost.

Plan for the future more effectively.

VAO (Visualization Awareness Optimization) is B&I's outreaching healthcare cloud platform connecting healthcare providers, patients, and authorities. It pairs health information exchange (HIE) & analytics. A high-tech game-changer of choice for creating value, quality outcomes, a great experience and desired results, it is seamlessly designed to help:

- Access longitudinal patient data.
- Enable cross provider communication and coordination of care.
- Standardize the measurement of healthcare industry performance in all key areas (quality, patient safety, capacity and utilization, and financial performance).
- Recognize industry best practices.
- Generate peer and national performance benchmarks.
- Mine, segment and visualize data interactively.



Feature Highlights

Simple. User-friendly. Impactful. Far-reaching. Cost-effective.

Several highlights make VAO the perfect solution:

- Patient protected health information as well as hospital own data and information are kept %100 secure and confidential.
- One time set up.
- No need for additional investments or structural changes.
- Progress over time can be clearly seen in addition to market position quarterly.
- Dynamic and flexible platform that can easily be tailored to support additional measurement needs.
- Independent access to patients' experience.
- Features that simplify and facilitate strategic planning and improvement initiatives.
- Highly customizable interactive dashboards.
- Scalability.
- Intuitive user interface.

Single-sided and Multi-sided

Options that meet your specific needs.

One trailblazing single platform, two version choic

- Single-sided (ideal for one institution or healthcare provider).
- Multi-sided (ideal for those who need cross-organizational comparative data, from authorities to governments, groups of hospitals, syndicates and regulators).



Additional Benefits for Hospitals and Healthcare Providers (Single-Sided):

The advantages are real.

In addition to the feature highlights and VAO's advantageous functionality, the single-sided version offers extra benefits:

- Quickly identify opportunities for improvement to have a competitive edge.
- Get the information needed- timely and accurately.
- Access information dynamically correlated to other related measures that ideally supports strategic and growth plans.
- Have the right coding for data to gain a better picture, better results, and better indicators.
- Get assistance in quality-based payments to enhance quality, reduce costs, and create value.
- Ensure departments and facilities run efficiently.
- Respond to challenges in a timely, easy, and cost-effective way.
- Provide quality care and the best patient experience.
- Gain a comprehensive understanding of costs and drivers related to efficiency.
- Improve documentation of patient demographics and clinical data.
- Generate standard and custom performance indicators.
- Engage patients.



Additional Benefits for Authorities, Governments, Groups of Hospitals, Syndicates and Regulators (Multi-Sided) - 1/2

A multitude of advantages.

In addition to the extra benefits of the single-sided version, the multi-sided version offers even more advantages:

- Securely make patient information available wherever and whenever needed for coordinated care.
- Better medical decision making.
- Reduce duplicate testing.
- Avoid unnecessary admission and readmission.
- Reduce medical errors.
- Automated charts and dashboard per provider and nationally across VAO users .
- Address industry fragmentation by standardizing the coding of all resources and services and mapping local and regional resources and capacities.
- Have the right coding for data to gain a better picture, better results, and better indicators.
- Real time/near real time analytics generation of all sorts of performance indicators and composite measures.
- Get access to national healthcare data- timely and accurately.
- Support the transformation of national health policies and introduce regulations that are soundly data-driven and practical to implement.

Additional Benefits for Authorities, Governments, Groups of Hospitals, Syndicates and Regulators (Multi-Sided) - 2/2

A multitude of advantages.

In addition to the extra benefits of the single-sided version, the multi-sided version offers even more advantages:

- Access information dynamically correlated to other related measures that ideally support strategic plans.
- Aid the implementation and development of quality-based payments to enhance quality, reduce costs, and create value.
- Support the recognition of performance best practices and set national standards.
- Respond to challenges in a timely, easy, and cost-effective way.
- Provide quality care and the best patient experience.
- Monitor public health by joining together epidemiology, policy & practice.
- Create capacity to Improve reimbursement programs.
- Enable assessment of Preventive Care.
- Create capacity to efficient allocation of resources.
- Enable compliance audits and safe care.



The creativity of future tools
The creativity of future tools



HOW VAO WORKS

Value-based.

Responsive to the realities of healthcare.

Focused on achieving your vision.

VAO is rooted in a value-based system that takes into account current advancements in addition to the healthcare sector's challenges and needs. We make it a point to fully grasp your healthcare system, vision, current initiatives, future plans, the issues you face, and the nature and quality of the data being collected. As your innovative technology solution provider and consultant, we use this in-depth understanding, our healthcare experience, and our knowledge of Lebanon, and the MENA region to make VAO work for you.

Benchmark

See where you are. Measure how you compare.

VAO's system conveniently integrates with data sources from hospitals to generate a list of standard KPIs for the healthcare industry. Rich visuals present these KPIs, making it easy to monitor performance over time and even across all hospitals and healthcare providers. This means that the hospital can benchmark itself with competitors on each KPI. This also means that institutions, authorities, governments, regulators, and policymakers can benefit from invaluable information.

Improve (Roadmap)

Move towards where you want to be. Have a data-driven plan.

With VAO, improving performance is powered by reliable information. The innovative online platform designed specifically to meet the needs of the healthcare industry empowers hospitals, clinics, institutions, authorities, governments, regulators, and policymakers with the means to:

- **Calculate activity based cost**- define your full list of departments, services provided, and all allocated resources and costs. Using the intuitive user interface, your services will be linked to resources plus the costs from cost centers using multiple allocation criteria. Each service has a well-defined cost backed-up with details.
- **Create your service packages and price them**- create service packages and sub-packages and assign them prices with different criteria. Packages and services are priced according to the service level and sponsor (like insurance companies).
- **Benefit from flexible budget planning**- simulate the impact of improvement initiatives and the effects of planned investments and estimated service provisions. Let decision-makers set the right priorities.

6 Integrated Modules for a Comprehensive Solution

All key aspects addressed. Answering your requirements from all angles.

VAO is a cloud based platform with 6 distinct modules. These come together to offer hospitals, clinics, institutions, authorities, governments, regulators, and policymakers in Lebanon and MENA region a comprehensive solution for health care data exchange, analytics and optimization.



Module 1 - Health Information Exchange

Access to patient full medical history is key to ideal healthcare.

- Create/manage national patient index.
- Create/manage national providers' registry.
- Manage patient consent.
- Enable different information systems and applications to access, exchange, integrate and cooperatively use data in a coordinated manner, within and across organizational and national boundaries, to provide timely and seamless portability of information and optimize the health of individuals and population.
- Support exchange of clinical data architecture (CDA) documents.

Module 2 - Patient Engagement

Putting people first and caring about satisfaction.

- Patients have access to their own personal and medical information, making them feel engaged.
- Patients can actually initiate corrections to their files.
- Patient awareness and involvement will increase.
- This module helps ensure patients are informed about their rights and duties.
- It also improves communication between patients and care providers.
- All individually identifiable health information is securely retrieved, stored, and exchanged.

Module 3-Benchmarking And Analytics

The quickest and most accurate way to benchmark your performance.

- The dynamic performance dashboard for hospitals addresses the quality of services, patient safety, resources utilization, financial ratios, and patient experience.
- The industry multi-level and multi-dimensional benchmarking platform lets each hospital benchmark its performance on any of the standard indicators and even measure its deviation from best practice based on a combination of customized selected parameters.
- The platform makes it simple to create reports that feature industry performance, in-depth analysis and correlation, and highlight best practices (field-tested best practice and research validated best practice).
- Standard and special performance analysis reports for each individual hospital can be produced.
- Patterns of care, illness, consumption, and other elements can be highlighted.
- Medical and surgical diagnosis groups can be created.



Module 4-Costing & Activity Based Costing (ABC)

Costing made simple and transparent.

- Hospitals can identify and allocate all direct and indirect costs associated with the production of each product and service.
- The exact cost of each product or service is easy to determine.
- Hospitals can pinpoint their capacity and limitations.
- Hospitals can identify which process is working and which is not.
- Hospitals can find sources of waste.
- Hospitals can also efficiently develop pricing strategies.
- Healthcare stakeholders will have access to a national directory of healthcare services.

Module 5-Pricing

Streamlined pricing without complications.

- VAO offers a dynamic tool for pricing services.
- This extends to dynamic tools for building packaged services and pricing them.
- The comprehensiveness of surgical case pricing, including sub-packages for pre-op and possible complications, is greatly improved.
- Projections and budgeting is enhanced.

Module 6-Dynamic Flexible Budget Building

A wealth of info for proper budgeting in a few clicks.

- This module can integrate any or all of the Modules. This even includes the impact of benchmarked performance indicators. For your convenience, all the info can be compiled in a monthly, quarterly or annual flexible budget that can be adjusted and improved whenever new data or a novel situation arises.
- The impact of strategic decisions and internal or external changes can easily be managed.
- Variances from budget and support traceability can be highlighted.
- Potential offshoots can be identified.
- The forthcoming budget can be fed and enhanced.

Begin your transformation and future growth today. Contact us about VAO.

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