

UNIVERSITY OF UTAH



HUNTSMAN
CANCER INSTITUTE



What is HAC?

Urgent Care

ICU

ER

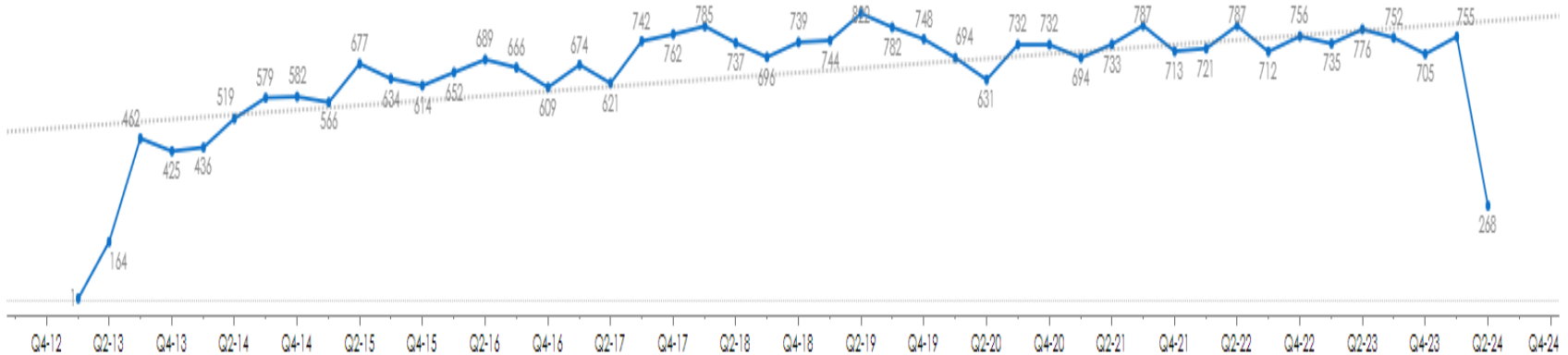
Internal Medicine Clinic

Inpatient Service

HAC visits by Quarter :

November 2013-April 29, 2024

VOLUME GROWTH TREND

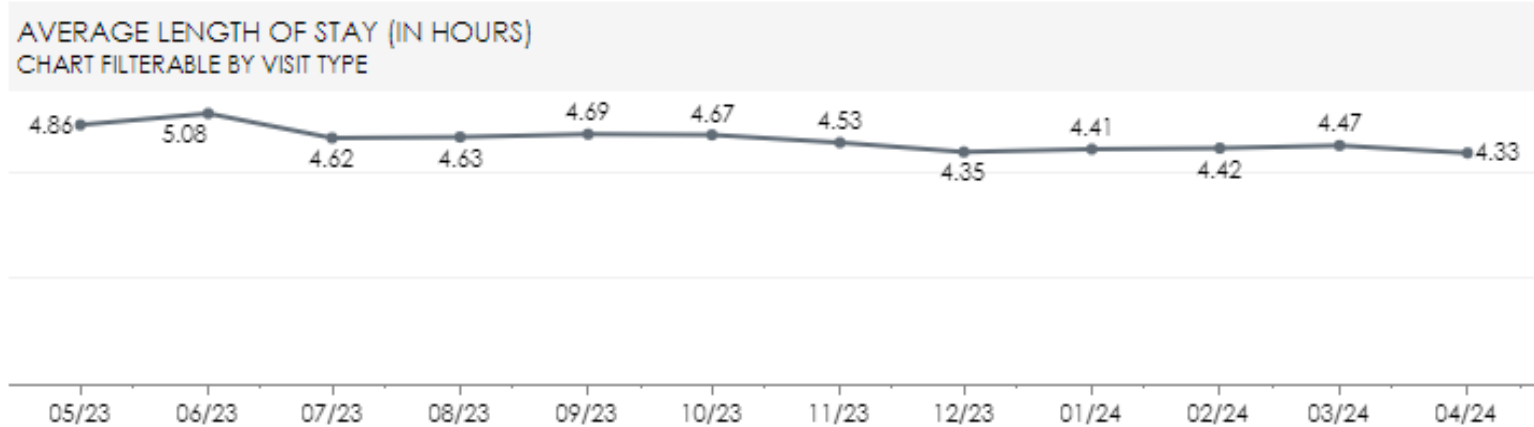


Average Daily Visit count by Month

AVG VOLUME BY WEEKDAY AND MONTH, FILTERABLE BY VISIT TYPE

	05/23	06/23	07/23	08/23	09/23	10/23	11/23	12/23	01/24	02/24	03/24	04/24	TOTAL
MON	16	13	14	14	16	11	15	12	12	14	16	12	14
TUES	12	12	16	13	13	11	11	15	13	13	13	14	13
WED	13	14	15	11	11	9	12	12	11	14	12	17	12
THURS	10	13	9	12	10	9	12	10	12	11	11	12	11
FRI	12	11	11	11	9	11	9	13	12	11	11	12	11
TOTAL	12	12	13	12	12	10	12	12	12	12	12	13	12

Average HAC visit length of stay by month



Admitted from HAC FY 24

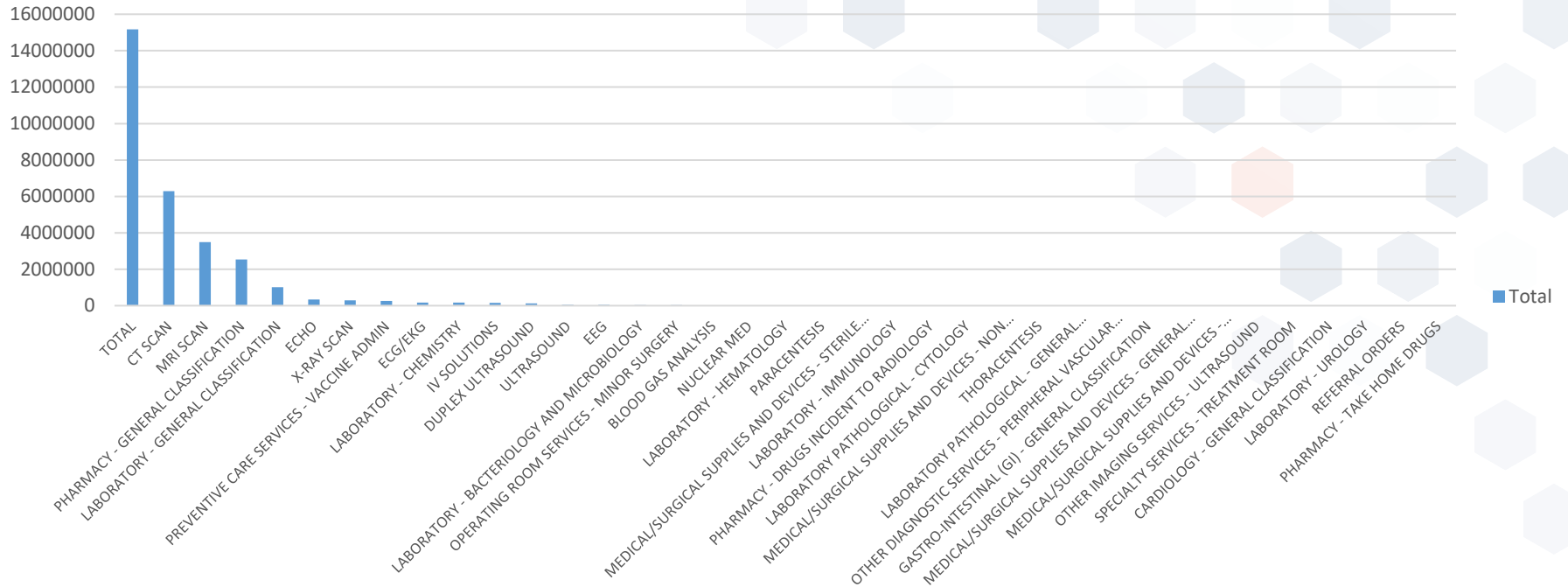
% IP ADMITTED HAC PATIENTS



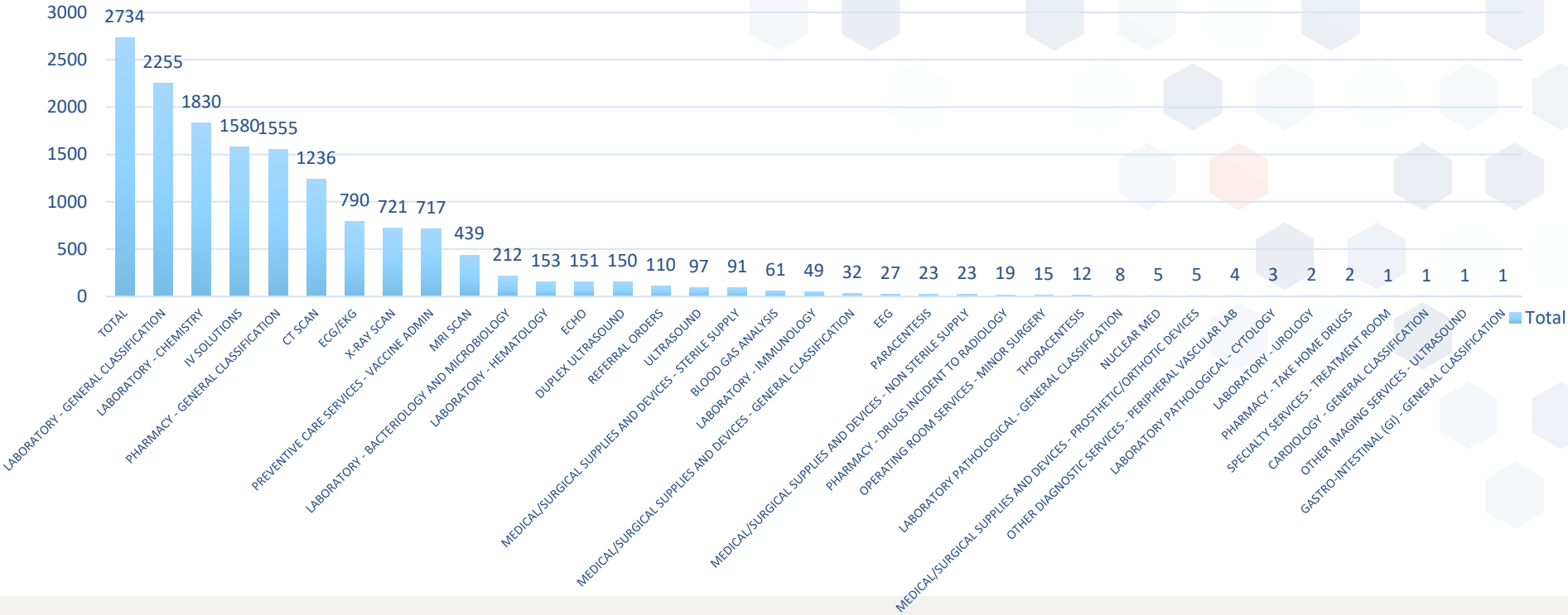
% IP ADMITTED BY PAT UNIT

	07/23	08/23	09/23	10/23	11/23	12/23	01/24	02/24	03/24	04/24
4KHEM	3%	9%	14%	10%	11%	13%	20%	13%	14%	10%
5KBMT	13%	6%	15%	10%	16%	16%	16%	5%	3%	5%
HC4A	11%	40%	8%	4%			10%	24%	25%	22%
HC4B	42%	5%	42%	56%	37%	39%	34%	38%	37%	33%
HC5B	17%	13%		8%	14%	20%	9%	5%	9%	7%
HCICU	1%	3%	1%	5%	4%	2%	2%	11%	9%	7%
MAIN	13%	23%	19%	8%	19%	10%	8%	5%	4%	17%

Total Revenue by Order



Revenue Type by Total Visit



HAC Charges from Orders

GROUPEUR	A	# HAC VISITS	# ORDERS
CT SCAN	\$ 6,292,766	1,236	1,840
MRI SCAN	\$ 3,489,624	439	726
PHARMACY - GENERAL CLASSIFICATION	\$ 2,533,277	1,555	4,711
LABORATORY - GENERAL CLASSIFICATION	\$ 1,017,174	2,255	11,960
ECHO	\$ 341,134	151	169
X-RAY SCAN	\$ 303,128	721	967
PREVENTIVE CARE SERVICES - VACCINE ADMIN	\$ 262,568	717	796
ECG/EKG	\$ 177,880	790	901
LABORATORY - CHEMISTRY	\$ 169,143	1,830	2,340
IV SOLUTIONS	\$ 162,997	1,580	2,723
DUPLEX ULTRASOUND	\$ 125,710	150	166
ULTRASOUND	\$ 54,821	97	120
EEG	\$ 46,102	27	37
LABORATORY - BACTERIOLOGY AND MICROBIOLOGY	\$ 42,935	212	284
OPERATING ROOM SERVICES - MINOR SURGERY	\$ 40,174	15	17
BLOOD GAS ANALYSIS	\$ 25,732	61	79
NUCLEAR MED	\$ 22,193	5	5
LABORATORY - HEMATOLOGY	\$ 17,027	153	190
PARACENTESIS	\$ 9,208	23	37
MEDICAL/SURGICAL SUPPLIES AND DEVICES - STERILE SUPPLY	\$ 7,848	91	144
LABORATORY - IMMUNOLOGY	\$ 6,972	49	59
PHARMACY - DRUGS INCIDENT TO RADIOLOGY	\$ 5,639	19	21
LABORATORY PATHOLOGICAL - CYTOLOGY	\$ 5,401	3	5
MEDICAL/SURGICAL SUPPLIES AND DEVICES - NON STERILE SUPPLY	\$ 3,409	23	27
THORACENTESIS	\$ 2,138	12	21
LABORATORY PATHOLOGICAL - GENERAL CLASSIFICATION	\$ 2,134	8	9
OTHER DIAGNOSTIC SERVICES - PERIPHERAL VASCULAR LAB	\$ 2,021	4	4
GASTRO-INTESTINAL (GI) - GENERAL CLASSIFICATION	\$ 1,627	1	1
MEDICAL/SURGICAL SUPPLIES AND DEVICES - GENERAL CLASSIFICATION	\$ 1,407	32	34
MEDICAL/SURGICAL SUPPLIES AND DEVICES - PROSTHETIC/ORTHOTIC DEVICES	\$ 892	5	6
OTHER IMAGING SERVICES - ULTRASOUND	\$ 399	1	1
REFERRAL ORDERS	\$ 92	110	125
SPECIALTY SERVICES - TREATMENT ROOM	\$ 293	1	1
CARDIOLOGY - GENERAL CLASSIFICATION	\$ 210	1	1
LABORATORY - UROLOGY	\$ 159	2	2
PHARMACY - TAKE HOME DRUGS	\$ 86	2	2
TOTAL	\$ 15,174,320	2,734	28,531

HAC FYTD Budget, FYTD Actuals, & Variance

GROUP	FYTD ACUALS	FYTD BUDGET	VARIANCE
TOTALS SALARIES AND WAGES	749,430	685,807	(63,623)
TOTAL BENEFITS	262,037	235,465	(26,572)
TOTAL SUPPLY EXPENSES	58,688	56,936	(1,752)
TOTAL PURCHASED SERVICES	755	375	(380)
TOTAL OTHER EXPENSES	9,337	11,872	2,535
TOTAL NET REVENUE	334,371	326,181	8,190
CONTRIBUTION MARGIN	(745,875)	(664,275)	(81,600)

SECRET SAUCE



- Capacitor Analogy
- Education in huddles
- Hire smart talented people & help develop them with their careers
- We are part of the multidisciplinary teams also
- Happy helpers
- Old school medicine approach
- Love the patients and be patient
- Make the team a family
- Our legacy is our team
- No compromises

- Medical director 1:1 with all staff
- Quality improvement projects by team members
- Regular 1:1 with providers
- APCs practice at the top of their license
- Make your service a place that everybody wants to work
- No matter what they're referred for, there's always something you can help the patient with
- Find and unravel whatever challenges the patient and their family are having that haven't been addressed

Huntsman Acute Care Team

