



Blum Shapiro Consulting

Innovative and Practical Healthcare Solutions

About Us

Blum Shapiro Consulting is a broad-based management consulting and technology services company, committed to delivering to its healthcare clients capabilities that drive strategy and improve business performance. With extensive industry and process expertise, a reputation for excellence and integrity, and a track record of success, Blum Shapiro Consulting assembles the right people, skills and technologies to deliver cost-effective solutions that increase competitive advantage.

Team

The skills of our consulting professionals, many of whom came from “Big 5” consulting environments, range from financial, clinical and technical to a variety with operational experience. Half of our staff have advanced degrees in healthcare that support their operational and consulting experience.

Services

The range of services we offer to healthcare organizations is wide, but focuses primarily on healthcare operations, finance and information technology. Core competencies include revenue cycle and reimbursement, systems selection and implementation, core finance function analysis, and other specialized services as well.

Approach

With our extensive experience in healthcare, we provide our clients with innovative and practical approaches to operate their businesses effectively and efficiently. We maintain no vendor alliances and provide our clients with objective consulting support. Our philosophy is to work collaboratively and proactively with our clients to assist them in achieving their engagement specific goals and objectives.

Revenue Solutions

Hospitals and acute care facilities are under unique pressure to preserve and, in many cases, improve their revenue base in an increasingly competitive marketplace. Our solutions help hospitals improve their economic performance and better reflect the acuity of the patients they are treating.

Pricing Transformation – The demand for increased transparency regarding price and quality data requires healthcare providers to ensure that their prices are rational, defensible and readily available. Blum Shapiro Consulting’s proven Pricing Transformation methodology provides a mechanism for hospitals and healthcare systems to plan, execute and monitor overall charging strategy. To support this methodology, we have also developed a proprietary software tool that enables the organization to achieve project goals and objectives associated with its charge strategy.

Revenue Cycle – A process-oriented approach is necessary in order to improve the quality and efficiency of the Revenue Cycle. Core business processes that span clinical, administrative and financial boundaries must be bridged in order to maximize revenue cycle efficiencies.

3M DRG Assurance™ – Blum Shapiro Consulting’s 3M DRG Assurance™ program, performed in conjunction with 3M Health Information Systems Consulting, offers an approach proven by hundreds of hospitals nationwide, to help ensure documented and supportable diagnoses are coded and correct DRGs are assigned to all cases. We provide the training and improved review process to enable your staff to become experts on concurrent physician documentation and accurate DRG assignment for appropriate payment and profiling objectives.

Operations Solutions

Rising costs, increased government regulation, competition, rapid consolidation, managed care, increased consumer awareness and the increased need for technology are driving healthcare organizations to re-examine their business models to stay competitive. Blum Shapiro Consulting provides a wide range of management and operational consulting services which are innovative and client specific.

Finance Function – Efficient finance and accounting functions are critical to the overall effectiveness of any healthcare provider organization. Our solutions span the continuum and address everything from process improvement to financial system implementations. We tailor our approach to best suit the needs of our clients and each unique organization.

Consumer-Directed Healthcare – CDHPs are putting pressure on healthcare organizations to reevaluate their current business processes. We can help healthcare organizations assess their readiness for this change and respond to implications of these new plans.

Process/Performance Improvement – Implementing effective programs and improvement techniques can be a daunting and challenging task for healthcare organizations. The first step is to begin with leadership support and identify areas of improvement. We can help organizations effectively evaluate, plan, execute, monitor and sustain these programs.

Technology Solutions

Information Technology is rapidly transforming the way healthcare is presented, delivered and communicated. As a result, healthcare organizations are taking steps to streamline the fragmented patient experience while offering a more integrated and seamless experience with the help of new technologies. Some of the quantifiable benefits achieved through investing in information technology include: better quality of care, greater access and continuity of care, streamlined patient information and increased patient satisfaction.

Design/Select/Implement – An objective selection process incorporates business planning methodology and fosters organizational buy-in of the new solution. A successful system selection lays a sound foundation for solution implementation. Our knowledge, expertise and tools help organizations maximize the value of technology while minimizing the cost, risk and time associated with technology planning, system selection and solution implementation.

Clinical Transformation – Clinical Transformation provides the framework by which clinical processes, organizational behavior and emerging technologies can be aligned to improve care delivery and overall organizational performance. Effective alignment of process, people and technology in a Clinical Transformation framework can provide organizations with a competitive advantage while promoting quality care delivery and ensuring sustainable and measurable changes.

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