

Client Case Study:



Client Description:

Virginia Hospital Center (VHC) is a 250 bed community hospital in Virginia and a regional and national leader focused on high value care.

Situation:

VHC, long focused on improving quality inside its walls, was looking to impact quality of care in its post-acute market, both to improve their own internal operations and reduce Medicare cost per beneficiary in preparation for planned moves to risk-based reimbursement models.

Action:

VHC contracted with Aidin to use its care transition management tool across the entire hospital. Aidin identified additional high quality providers in the community, increasing the typical outreach pool by 50%, and ensuring a higher potential for high quality placement for each individual patient. The Aidin system furnished patients with easy to understand comparisons of available options and removed the effort of communication with post-acute providers.

Results:

Aidin delivered a **7 to 1 ROI** for VHC. Within 6 months post go-live with Aidin, VHC:

- **Reduced LOS by an average of 1/3 day**
- **Reduced re-admissions** by an additional 5% (on top of an existing campaign)
- **Strengthened partnerships** and identified potential for **additional partners** and collaborations

VHC will use Aidin to facilitate entry into risk-based agreements

“Aidin creates the foundation for population health improvement.”

Dr. Jeffrey DiLisi, Chief Medical Officer