



# Advantages™ Asset Management ROI

## Make a Measurable Impact with Real-time Operational Intelligence

More than just a real-time locating system (RTLS), Advantages Asset Management offers location information as well as the critical intelligence you need to improve workflow processes. Through inventory control, utilization reporting and PAR-level replenishment, Advantages helps you “right-size” your inventory and focus your clinical efforts where they belong — on the patient experience.

## Real Clients, Real Results

Versus has helped hospitals just like yours achieve immediate and lasting return on investment. Here are just two of our many success stories. View more at [versustech.com/rtls-case-studies](http://versustech.com/rtls-case-studies).

### McLaren Flint

364-bed medical center in Flint, Michigan



- ▶ Saved \$1 Million on planned purchase of IV pumps
- ▶ Reduced current fleet of 900 pumps by 33% to 600 pumps
- ▶ Increased IV pump utilization by 167%, from 30% to 80% utilized
- ▶ Reduced labor on weeks-long upgrade process to only three days

### PeaceHealth Sacred Heart Medical Center RiverBend

386-bed hospital in Springfield, Oregon



- ▶ Saved \$2.7 million in IV pump rentals and purchasing
- ▶ Reduced IV pump fleet by 26%
- ▶ Eliminated IV pump rental costs
- ▶ \$600,000 immediate cost avoidance on IV pump purchase
- ▶ Eliminated labor, response time and patient safety concerns related to the 6 calls per day they used to receive for IV pump delivery
- ▶ Allowed for a reduction in the number of other assets purchased, leased or rented by 26% to 50%

## Operational Intelligence for Your Entire Enterprise

When you choose Versus, your return on investment doesn't stop with asset management. The same real-time locating system can be leveraged throughout your hospital to improve operational efficiency and ultimately the patient experience:

- ▶ Improve patient flow in the ED, OR & hospital-wide
- ▶ Monitor room/bed status & expedite turnover times
- ▶ Automate nurse call and rounding routines
- ▶ Enhance staff safety with mobile panic buttons
- ▶ Integrate with your EMR to improve interoperability
- ▶ Monitor & report on hand hygiene participation
- ▶ Plus much more

Hospitals around the U.S. trust Versus to improve asset management, including:

- ▶ The Johns Hopkins Hospital
- ▶ Rush University Medical Center
- ▶ PeaceHealth Sacred Heart Hospitals
- ▶ Mayo Clinic Phoenix
- ▶ Sentara Healthcare
- ▶ Billings Clinic
- ▶ Union Hospital
- ▶ McLaren Flint
- ▶ CoxHealth Hospital
- ▶ Columbus Regional Hospital
- ▶ Children's of Alabama
- ▶ Western Maryland Health System

## Sample Return on Investment

As hospitals continue to improve processes and increase efficiencies, they often turn to the management of mobile assets because the return on investment is immediate and tangible. The following model highlights areas where Versus Advantages™ Asset Management can make a measurable impact in the typical hospital, by improving the utilization of existing assets and reducing wasted time spent searching for equipment.

### Facility Information

Number of Staffed Beds	250
Average Daily Census	190
Bed Utilization Rate	76%

### Key Asset Metrics

Number of Owned IV Pumps	400
Average Cost per IV Pump	\$3,000
Ratio of IV Pumps per Bed	2.11

### Impact of Improved Mobile Asset Management

Average Optimized Ratio of IV Pumps Per Bed for Versus Customers	1.50
Goal for Number of IV Pumps, based on Optimized Ratio	285
Total Number of Excess IV Pumps	115

**Market Value of Excess IV Pumps** **\$345,000**

### Impact of Improved Staff Utilization

Number of Nursing Shifts per day	143
Minutes Reclaimed per shift	15
Minutes Reclaimed per day	2,138
Average Nursing Hourly Wage + Benefits	\$50.00
Dollar Value of Time Reclaimed per day	\$1,781

**Dollar Value of Nursing Time Reclaimed, per year** **\$650,156**

**Total Value to Hospital, Year One** **\$995,156**

**Hours Available to Reallocate to Patient Care** **13,003 (6 FTEs)**

“We selected Versus because it allows us to have multiple RTLS-driven applications on one infrastructure. Our initial focus was equipment tracking and the integration to Four Rivers was important to us. The Versus infrastructure can also be used by our nurse call system, and the Versus suite of products allows us to add patient tracking and/or hand washing monitoring in the future. It is beneficial for us to have a single system and infrastructure that we can cross-utilize and leverage throughout the hospital.”

Jack Storey, CIO (retired)  
Children’s of Alabama



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