



# DTS is introducing Healthcare Analytics Services for Providers

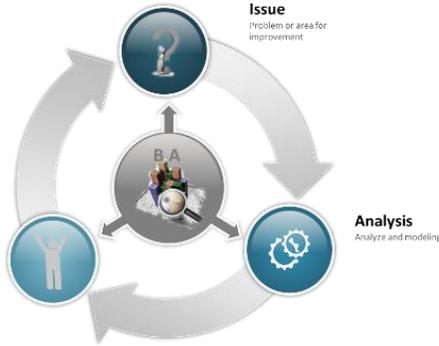
Dennis Edens, Randal Cauley,

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For years, Duke Tech Solutions (DTS) has successfully provided innovative Analytic Consulting to Tier 1 Telco customers. The analytics execution team has provided assistance in developing products and tools in several areas and has the experience and the technical depth to support all areas of businesses.

The consulting and delivery experience in the creation of standardized and extendable

models can be utilized in other sectors with similar needs, such as operational efficiencies, financial forecasting, and strategic product/service positioning.



Healthcare is a multi-trillion-dollar industry with substantial optimization opportunities. The “cost of care” is on an upward trend for multiple reasons, such as an aging population with complex chronic conditions, fragmented healthcare systems, and cost from fee for services(F4S). Moreover, the impending regulatory changes are heavily influencing the sector reorganization around “value-based care delivery models.” The effect is resonating across the care continuum including providers (Primary, Acute, and Post-acute care), payers (Medicare, Medicaid, and commercial insurances), patients and pharmaceuticals. The regulations and payment models are influencing business leaders to rethink their current methods of execution, constrain budgets, and pursue merger and acquisition options. In this dynamic environment, analytics play a significant role in:

- measuring the effectiveness of strategic and transformational initiatives,
- budgeting business critical activities
- creating roadmaps and scorecards
- controlling costs of care by episode per patient,
  - process improvements that also optimize staff and resources
  - showcasing the effectiveness of patient engagement campaigns across the care continuum and
- optimizing investments in inventory management and supply chain effectiveness.



DTS, which is excelling in such initiatives, has much to offer the Healthcare Sector. These services are a natural extension of our existing capabilities. We are introducing Healthcare Analytics services practice with a limited scope initially, but expect a significant expansion as we look into the future.

Some of our offerings include:



**Current State Analysis** identifying the state of the clinical, operational, and financial functions and proposing not only the optimizations of existing activities, but also benchmarking against cross industry standards; and enabling the ability to create roadmaps into the future.



**Cost Accounting for Value-based care** that will significantly help in identifying the “cost of care” around patient’s episodes. This enhances the ability to implement cost-effective practices & processes based on “accurate, accessible and actionable” cost data in a timelier manner.



**Staff Utilization Analytics** showcasing utilization in critical areas of operations, identifying the cause of higher costs, with proposals for optimizations. With staffing being one of the highest cost centers in care settings, DTS can bring significant value through our advanced analytics and visualization frameworks.

Stay tuned for more on Healthcare in our upcoming blogs and quarterly newsletters.

### About the Authors

#### Dennis Edens:

Dennis has over 25 years of experience and has worked in the telecommunications, automotive, and printing industries in the areas of Operations, Engineering, and Business Development. Prior to joining DTS, he worked for a large

telecommunication equipment provider, where he held positions as Test Engineering Manager and Senior Product Line Manager, among others.

**Randal Cauley:**

Randal has 20+ years of experience throughout numerous fields of the telecom industry. In his many roles, Randal has been committed to finding solutions to problems with an on time, cost-effective approach. He has extensive experience in planning, design, permitting, cost analysis, project management, construction, and public relations.

**Kishore Dharanikota:**

Kishore has more than 17-years of success in client-centric, service-driven environments at various progressive management roles. He is a capable technical leader and solutions-driven strategist with a passion for leveraging emerging technologies to achieve key business objectives. He has significant experience in leading complex solution delivery engagements for multiple innovative companies across various sectors including Healthcare, Logistics, Financial, and Automobile.

**Areas of expertise:**

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- Healthcare Analytics
- Geospatial Data Analysis
- Process and Structure Optimization
- Cost Analysis
- Operations
- Transformation Governance
- Budgeting, Forecasting
- Cost Modeling
- Cost Improvement
- Process Improvement
- Change Management
- Business Case Development

