Practical Problem-Solving for Small Hospitals and Clinics.

Rural hospitals face no shortage of problems today. From patient migration to underperforming clinics, administrators are scrambling to identify and implement workable, long-lasting solutions.

Yet answers can prove elusive if priorities are unclear, existing processes are not well-understood and potential solutions untested. Fortunately, APS members can now tap a powerful resource to help them systematically isolate and overcome deficiencies along the entire clinical and operational continuum.

Rapid return on investment

SigmaMed Solutions is a hands-on consultancy that helps rural hospitals achieve lasting transformation and process improvement via practical solutions grounded in Six Sigma tools and training.

We’ll work with you to identify your most pressing concerns, then help you move forward to achieve lasting results. Because we’re focused on tangible outcomes and not training for training’s sake, your team will develop skills in the context of real-world problem-solving.

This approach generates a rapid return on your investment, usually within three to six months. In fact, we will ensure your ROI by continuing to work with you at no charge until pre-defined targets are achieved. Equally important, our training equips your staff with the necessary skills required to sustain continual improvement after the engagement is completed.

A real-world approach to Lean Six Sigma

Pioneered at General Electric in the mid-1990’s, Six Sigma is a comprehensive problem-solving technique that helps organizations isolate and understand process defects and variability in order to achieve effective and sustainable improvements.

Although the system has produced highly successful outcomes across a wide range of settings over the past 20 years, many assume Six Sigma is expensive and time-consuming and overly reliant on training and statistical analysis.

Sigma Solutions’ president and chief executive officer, Jamie Martin, is a GE-trained Six Sigma Black Belt whose background in healthcare led him to develop a simpler, more cost-effective and results-oriented iteration of Six Sigma. The goal is to help often-resource-challenged rural hospitals rapidly address the multiple demands presented by today’s difficult operating environment.

This philosophy translates into targeted efforts that can quickly produce measurable ROI in critical areas like clinical productivity, operating room throughput, revenue cycle management and electronic medical record (EHR) utilization.

SigmaMed Solutions Services Include:

- Rapid Return on Investment (ROI)
- Rapid Improvement Training (RIT)
- Lean Sigma Healthcare
- SMART Small Hospital Transformation (Smart SHOT)
- Smart Clinic Transformation
- Value-Based Services
- Training & Certification

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SigmaMed Offers Two Primary Solutions

Smart Small Hospital Transformation
The Smart Small Hospital Transformation (Smart SHOT) focuses on delivering specific, measurable results for small hospitals, as opposed to training first and then hoping for improvements at some future point. By beginning with projects that have a tangible impact on patient care or revenue, returns can quickly accrue to the bottom line and buy-in is accelerated across the organization.

The Smart SHOT includes:

- Four Rapid Improvement Training projects to quickly deliver results, from strengthened cash flow to improved patient care
- Assistance in helping you select projects which can produce the greatest ROI to rapidly pay for the entire program
- Mentoring of team leaders and close project management to ensure success
- Learn-by-doing training for team leaders and staff

You decide where to start. Targets can include revenue enhancement, quality improvement, patient satisfaction, productivity, access, operational efficiency and more. As each project moves forward, we teach team leaders and staff a concise subset of Lean Six Sigma techniques, which they can then use to attack other problem areas.

Smart Clinic Transformation
Smart Clinic Transformation helps clinical and support staff teams develop the processes and habits of high-functioning practices. Results include happier providers and staff, increased clinical productivity and revenue, improved patient satisfaction scores and optimized care process for better population health.

We focus on achieving concrete results throughout the clinic. That means reducing wait times and improving EHR utilization. Key objectives also include creating an environment where everyone enjoys working together and everyone goes home on time.

What’s involved:

- We help you form an interdisciplinary team to identify and eliminate obstacles and recurring errors
- We interview providers and support staff to understand their frustrations and existing impediments to optimal workflow
- We train and mentor your team in Lean and Agile process improvement tools and thinking as they zero in on and eliminate these barriers to productivity

Proven results at a reasonable cost
SigmaMed has an impressive track record of generating hard-dollar results for our hospital and clinic clients. These outcomes range from 98 percent improvement on admissions errors and billing denials at over 20 hospitals to improvements in provider productivity exceeding 40 percent at more than 30 clinics and federally qualified health centers. At the same time, our prices are reasonable and fixed. You also have the additional security of our ROI assurance. Contact SigmaMed today to learn how we can work together to overcome the problems your organization faces.

Questions? Please contact APS to let us know how we can assist you. Another valuable cost-saving opportunity brought to you by APS.

Visit us at apskc.org