Worksheet on getting started

In setting up data analytics, BCG's advice is to begin with the end in mind. When beginning the data journey, you must ironically focus on the end and ask what you want to achieve and work backwards to achieve it. Clinics can use this worksheet below as a way to think about and plan their data analytics journey.

Goals

E.g. Clinic A to increase revenue by increasing reimbursement fee per patient from Corporate X because Clinic A has market-leading diabetes treatment plan

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Question

E.g.

- Are outcomes for patients from Corporate X improving over time?
- Are outcomes better than national average?
- Are outcomes better than industry average?

Metric to track

E.g.

- HbA1c levels
- Patient's achievement of lifestyle goals

What data is required?

E.g.

- Corporate affiliated with patient
- HbA1c level
- Patient's perception of meeting goals
- National and competitive levels of HbA1c over the same period of time

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Data source (Where is this data found?)

E.g.

- EMR
- Surveys / Questionnaire
- Medical devices software