

# Performance Strategies



Using Analytics to Drive a Culture of Excellence

Vol. 1, Issue 1, 2007

## The Power of Performance Strategies



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As a senior healthcare leader, you're working to drive success in the face of myriad pressures — from consumer-directed healthcare and the growing demand for transparency to capacity challenges, regulatory compliance and physician alignment. Never before has it been more important to draw on best practices in healthcare and beyond to achieve peak performance, both clinically and financially.

### Best Practices Quarterly for Senior Healthcare Executives

McKesson is pleased to bring you some of those best practices with *Performance Strategies*, our quarterly newsletter for senior healthcare executives. Designed to be a quick read, each issue tackles a current healthcare challenge with insights, best practices and strategies drawn from your peers, an industry expert and a McKesson strategist. Results scorecards show outcomes achieved by organizations using IT to automate, measure and connect healthcare delivery. You'll learn about upcoming events and find links to online resources for more on the topic.

### Premier Issue – Using Analytics Gives You the Power to Perform

With this premier issue, you'll learn how using analytics can give your organization the power to perform and achieve demonstrable results.

- **Lehigh Valley Hospital and Health Network** shares how it improved capacity by reducing bed turnaround time. LVHHN used analytics to identify inefficiencies and monitor the effects of process changes.
- **Tom Davenport**, a widely respected author, explains how companies who compete on analytics “wring every last drop of value from their data.”
- **Duncan James**, McKesson group president of Health Systems Solutions, explains how “New School” performance analytics tools can improve your quality efforts and your bottom line.

The leaders in healthcare are increasingly using IT to not only improve quality and cost, but also to stake a stronger competitive position in the market. Better use of analytics, combined with broad adoption of clinical IT and connectivity, can lead to better outcomes, increased efficiency and regulatory compliance, and greater patient satisfaction.

At McKesson, we value your success, whether you are just starting your IT journey or you're already well on your way to “reinventing” healthcare for your local market.

We trust you'll find this newsletter valuable. Be sure to use the Feedback option to send us your comments.