



Case Study: Improving Care While Increasing Patient Census & Reducing Overtime Nursing Costs

The Opportunity

Burgess Square Healthcare Centre, located in the Chicago suburb of Westmont, is a skilled nursing and rehabilitation facility ranked as a *Best Nursing Home* by US News & World Report. CEO John Vrba wanted to grow the organization and knew that providing quality care was the cornerstone. He hired the best team and enabled them with technology, knowing the investment would pay off.

When his Nursing Supervisor suggested automating wound care through WoundRounds, Vrba realized this solution could address his objectives to provide quality care while leveraging a key referral area, wound care.

"WoundRounds increased Burgess Square's annual revenues, while decreasing over \$18,000 in overtime wound nursing costs,"
-CEO John Vrba

The Results

After implementing WoundRounds, Burgess Square saw time savings with the wound nursing staff. **Vrba reports annual savings in overtime by \$18,720** because the wound care team is more efficient. The wound nurses say that WoundRounds enables greater focus on patient care and less focus on charting, calculating risk factors, and processing paperwork for Medicare Part B billing. Plus, WoundRounds makes it easier for them work collaboratively with physicians, sharing patient reports and wound photographs.

Vrba uses the wound outcomes reports from WoundRounds to showcase his facility with referral sources. "In real estate, you hear, *Location, Location, Location!* In healthcare, it's *Outcomes, Outcomes, Outcomes!* WoundRounds provides the proof of our excellent wound care, and sets us apart from our competition," says Vrba.

Greater efficiency means Burgess Square can take on more patients. Vrba reports an increased monthly census of 3 wound patients, resulting in **significant increased revenues**.

At Burgess Square, quality wound care produces quality outcomes which increase the bottom line!

increased patient census X average length of stay X average RUG = INCREASED REVENUES

WoundRounds ROI

Vrba points out that managing wounds is among the most critical risk areas of any long term care organization. "Our focus on wound prevention and treatment keeps liability insurance rates in check and from creeping up year after year."

At Burgess Square Health Centre, providing quality care to our patients and residents is top priority according to Vrba.

He adds, "WoundRounds assists our clinical team in providing and documenting the highest level of quality wound care. Quality care sells, and WoundRounds helps us drive quality. CARE IS EVERYTHING!"

"At Burgess Square Health Centre, our ROI on annual overtime nursing expenses alone outweighs the cost of our wound management solution. We see the ROI on WoundRounds to be very strong."
-CEO John Vrba