Interview with: Tim Maroney, President & Chief Executive Officer, TCI Software, Inc.

“We are in a new era where patients have a voice and how their results are measured is not determined solely by how the healthcare provider chooses to report the care,” informs Tim Maroney, President & Chief Executive Officer, TCI Software, Inc.

TCI Software, Inc. is a solution provider at the marcus evans National Healthcare CXO Summit Fall 2015, in Las Vegas, Nevada, October 18-20.

Why is the merging of healthcare providers’ operational and financial databases important?

Hospitals are faced with the overwhelming task of merging operational and financial data to comply with mandates in the ACA which can significantly affect their profitability. Currently, hospitals are buying separate software packages to do different tasks.

Healthcare professionals are working diligently to improve the quality of care by doing a better job of managing the administration behind each patient every day and by using electronic health records programs (EHR).

In most cases, the financial and operational teams are not tied together, and are on opposite sides of the hospital. TCI’s Rounds™ software is the first to bridge that gap, so hospital administrators can retrieve financial information alongside quality of care and patient satisfaction data, and view it on one easy to read dashboard in seconds.

Why are hospitals unable to optimize IT investments and ROI on marketing initiatives on their own?

Hospital EHR systems are doing a better job of collecting data every day, but they have not been able to convert that data into ongoing, easy to access ROI reporting.

If hospitals want to start taking on this task, they would need to do what we have already done, which is to write the program, build the system, install it, test it and make sure it works and that it is flexible and customizable enough to evolve with hospitals’ developing needs. This is a two to three year process. Many hospitals have not gone down that road because they have limited resources, staff and money.

What is the most significant reform in patient care?

In the past, patients did not have a voice in how they were treated and could not formally respond to the level of care they received. Under new healthcare reforms, patients’ evaluation of the quality of their care can determine how much their hospitals get reimbursed under Medicare and Medicaid.

Can switching to tablets help hospitals be more efficient?

Yes. Absolutely. Tablets can be used for the real-time entry of information that is computed in the background by the software program, not by the tablet itself.

For example, when patients are discharged, doctors or nurses can use tablets to ask a set of questions that are required to determine the patient satisfaction score. Tablets are only a facilitator to replace paperwork and get the data into the hospital’s database or information management systems in real time.

Closing the Gap Between Operational and Financial Databases in Hospitals
About TCI Software, Inc.

TCI is a software as a service (SaaS) company. Its Rounds® technology platform is the only Web-based healthcare software program with a built-in ROI calculator that computes the financial impact of healthcare reforms on a hospital's bottom line. In addition, Rounds’ real-time data entry of patient discharge records saves hospitals thousands of dollars per month by replacing paperwork, reducing staff time, and improving accuracy. Rounds is also the first healthcare software to deliver Quality of Care (QOC) reports and patient satisfaction scores (24/7) that are critical to complying with new Medicare and Medicaid reimbursement rules, helping hospitals avoid regulatory penalties of up to 6%.

www.tcisoftware.com

About marcus evans Summits

marcus evans Summits are high level business forums for the world’s leading decision-makers to meet, learn and discuss strategies and solutions. Held at exclusive locations around the world, these events provide attendees with a unique opportunity to individually tailor their schedules of keynote presentations, case studies, roundtables and one-on-one business meetings.

For more information, please visit: www.marcusevans.com

Upcoming Events

Long-Term Care CXO Summit - www.longtermcaresummit.com

National Healthcare CNO Summit - www.nhcnosummit.com

To view the web version, please click here: www.nhcxosummit.com/TimMaroney

About the National Healthcare CXO Summit Fall 2015

The 13th National Healthcare CXO Summit is the premium forum bringing senior level healthcare executives and solution providers together. Taking place at the Red Rock Resort & Spa, Las Vegas, Nevada, October 18-20, the Summit includes presentations on healthcare reform, managing population health, ACO development and clinical integration, and utilizing lean practices.

www.nhcxosummit.com

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