

Clinical Team Insights

Data, education, and networking that empowers the clinical workforce to deliver optimal, cost-effective, patient-centered care more efficiently

“I am always asked to present comparison data with other AMC’s similar to my organization’s size when working with my executive and medical staff leadership to address scope of practice in our bylaws, as well as compensation, committees, ratios, and schedules, etc. This data is invaluable.”

Sharona Johnson, PhD, FNP-BC, NE-C
System Administrator Advanced Clinical Practice, University Health Systems of Eastern Carolina

Clinical Team Insights overview

As the Advanced Practice Provider (APP) workforce continues to grow, organizations benefit from strategically integrating these providers to care teams. Vizient® Clinical Team Insights provides a unique combination of data, education, and networking to promote this integration. Clinical Team Insights administers annual survey-based assessments, collecting data from the entire health system.

Available assessments:

- **Privilege assessment**
- **Leadership structure assessment**
- **Ambulatory care organizational assessment**
- **Ambulatory site-clinic assessment**
- **Acute care organizational assessment**
- **Acute care service line assessment**

Data captured via enterprise-wide assessments is used to identify current state, compare to peer benchmarks, and identify unwarranted variation and areas in which improvements can be made across nine domains:



Dedicated advisors partner with organizations to provide assessment completion support, data insights, and recommendations based on organizational priorities, leading practices, and national trends. Advisors then provide targeted tools and resources to accelerate and sustain improvements. In addition to the data, education, and advisory support, an active peer network surfaces leading practices in workforce strategy and provides connections to APPs, and other APP, clinical, and operational leaders.

Clinical Team Insights resources

Clinical Team Insights provides several tools/resources to help organizations build processes and a structure to successfully support Advanced Practice Providers.

These tools/resources include, but are not limited to:

- **Clinical Team Insights change package**
- **On-demand modules**
- **Mentorship resources, including on-demand mentor/mentee training**
- **Professional Advancement Model (PAM) toolkit**
- **Pro forma tool**
- **CTI Community (also available via mobile app)**

Return on Investment

Health care organizations that prioritize the needs of the clinical workforce, focusing less on hierarchy and more on inclusivity, create a unified front with shared goals. When all clinicians are supported and feel valued, organizations reduce turnover and achieve a significant return on investment.

By optimizing clinicians and reassigning activities that are not at top of license, organizations can save in labor costs while improving access to care and increasing revenue.

Cost avoidance



\$250,000
per APP retained

Increase access and revenue



800+
more patient
slots per
APP/year

500+
more patient slots
per physician/year



> \$57k
net revenue per
APP/year

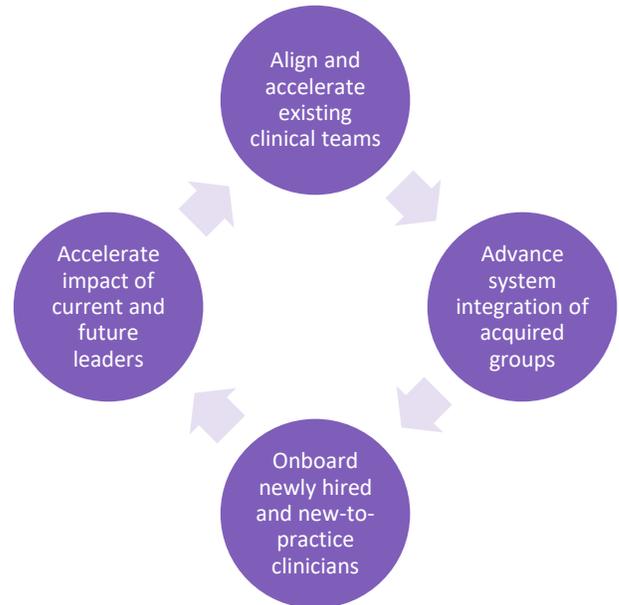
> \$35k
net revenue per
physician/year



To learn more about Clinical Team Insights, please contact Teaminsights@vizientinc.com.

Physician and APP Onboarding resources

Clinical Team Insights also has a customizable onboarding framework and repository of resources that will guide your providers on an assimilation journey, leading to engaged providers who are aligned with the organization's mission and vision. The onboarding framework will:



Customizable onboarding resources can be leveraged, not only for onboarding but also for transition-to-practice and other post-graduate programs. Resources that create a consistent, evidence-based experience, drive retention, strategic alignment, engagement and well-being include:

- **National-content videos on 22 relevant topics (participants eligible for 11 CME credits)**
- **Discussion guides**
- **Sample agendas**
- **Activities to engage participants**
- **Facilitator training**
- **Preceptorship resources**

As the nation's largest member-driven health care performance improvement company, Vizient provides solutions and services that empower health care providers to deliver high-value care by aligning cost, quality and market performance. With analytics, advisory services and a robust sourcing portfolio, we help members improve patient outcomes and lower costs.