

The VigiLanz Community's Manifesto for Healthcare

The next big thing in health care is a number nobody talks about...

▶ 136 people in a hospital die every hour, every day from sepsis.

▶ 82 people in a hospital every hour, every day contract a Healthcare Acquired Infection.

▶ 217 people in a hospital are affected every hour, every day by a preventable ADE.

▶ This year, CMS will levy \$420 million in penalties to hospitals with poor readmission rates.

These are numbers people in healthcare talk about. Here's a number they don't talk about much: **ZERO**. Why? Maybe it's because, even though it's just **ZERO**, it's too big a number for people to imagine.

For instance:

▶ **ZERO** deaths from Sepsis.

▶ **ZERO** deaths from HAIs.

▶ **ZERO** preventable ADEs & medication errors.

▶ **ZERO** reimbursement penalties.

"What're you thinking? Not possible!" people will say. Funny how you can tell you're on to the Next Big Thing – people always tell you it's not possible. Just ask JFK when he declared we'd put a man in on the moon in a decade. Or Bill Gates who said he'd put a computer on every desktop. Or Steve Jobs who said how about a mobile computer phone jukebox store map in your pocket?

What if we grabbed The Next Big Thing in healthcare with gusto, fearlessness and no looking back, and declared "**Enough Already!**"

▶ **ZERO** is the only acceptable number to us.

▶ **ZERO** is the only thing that matters to our patients and their families.

▶ **ZERO** is the only metric that tells us *We, The Clinicians Across the VigiLanz Community, Won The War on Sepsis. On HAIs. On ADEs. On Reimbursement Penalties.*

And what if our VigiLanz Community together was committed to one idea. *We Win. Sepsis Loses. HAIs Lose. ADEs Lose.* We win by playing for **ZERO**. Sure people will scoff. When they do, ask them this: "What's your number – do you have a better number than **ZERO**?"

What if we as a Community believed in three simple ideas:

1. **ZERO** is the only acceptable number when it comes to clinical and operational risk.

2. EMRs are not enough to get us to **ZERO** (despite price tags with tons of zeroes charged for this stuff!)

3. We are committed to a new era in healthcare – the **ZERO-TIME** era.

ZERO-TIME is not only common in other sectors – it is expected in other walks of everyday life.

Everyone who travels takes for granted that airplanes know where they are; how high they fly; where other planes are; exactly when they'll land. In **ZERO-TIME**.

The computer in our pockets can order movie tickets; make a restaurant reservation; give us directions to a friend's house. In **ZERO-TIME**.

Why not ZERO-TIME healthcare? What if clinicians knew when a patient had sepsis, CDiff, MRSA, Ebola – in **ZERO-TIME**. Or if a patient is suffering from an adverse event or medication error or has a risk of DVT or falling? In **ZERO-TIME**. Or if an executive knew about the risk of readmission penalties? In **ZERO-TIME**.

What if **ZERO** is the only acceptable number?

What if everyone in healthcare finally owns up to the obvious fact as plain as the noses on our face – EMRs are simply not enough. Not even close to being enough when you strive for **ZERO-TIME** health care.

Time now to call EMRs what they are: documentation and workflow systems. Time to realize the EMR needs to be complemented by real-time (– or should we say '**ZERO-TIME**' –Enterprise Intelligence Resource (EIR) platforms like VigiLanz. That's Gartner's view, by the way. The analyst firm coined EIR as a platform to complement your EMR, whether it's Epic, Cerner, Meditech, etc.

EMRs are not enough. If you agree with us that **ZERO** is the only acceptable answer, then you need to learn how VigiLanz' intelligence and our EIR platform are helping hospitals and their EMRs run better. In **ZERO-TIME**.

Call us today. Here's the number: 855.525.9078

Join us in the ZERO-TIME movement.

It's the next big thing in healthcare!