

Collecting Institution-Specific Data to Customize Your Message

This guide will help you find institutional data to make your presentation on nutrition therapy more relevant to hospital administrators.

1 Assign Members to Obtain the Following Institutional Data

Type of Data to Be Obtained	Source of Data	Name, Title, and Contact Info for Data Source
General information on: admissions, diagnosis, age, mortality, readmissions, LOS, ICU LOS, other demographics, number of patients with and without malnutrition diagnosis, etc.	Informatics, Medical Records (Health Information), Clinical Documentation Improvement Specialists (CDIS)*	
Diagnostic and procedural codes: diagnostic related grouping (DRGs) with and without diagnosis of malnutrition, overall percent of malnutrition-related to discharges.	Finance Department, Coders, CDIS	
Reimbursement Amount: percent of DRGs that changed due to coded diagnosis of malnutrition and extra \$ achieved	CDIS, finance analysts, coders	
Quality Measures: scores, penalties, rewards, public reporting. Which DRGs resulted in penalties/rewards? Which public reporting parameters need improvement and have a potential nutrition component?	Quality professionals, dietitians, specialty physicians, Advanced Practice Professionals, Process Improvement Professional (PIP)	
Statistical Analysis: Validity of studies, results and assumptions	PIP, if no one available at institution, reach out to health system, local medical school, Infection Control Professional, ASPEN	

* Consider these specialists for additional sources of data: Wound Care Specialist, Infection Control Specialists, Process Improvement Specialists, Case/Care Management, Social Worker/Discharge Planner, Ethicist

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2 Analyze the Data for Potential Cost Saving Opportunities

- Create reports on the types of patients you have in the data categories above
- Count the number of patients who do not receive nutrition support
- Calculate the potential savings per patient if outcomes were improved with nutrition therapy minus the cost of the therapy
- Total the potential savings (from each data category) for the full impact of all patients appropriately treated

3 Develop Timeline for Data Gathering and Analysis

- Establish timeline with regular weekly or monthly check-ins
- Consider using project management and process improvement tools with Gantt Chart capability

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