

Benchmark-oriented cost optimization

Healthcare



Swiss hospitals find themselves in a steadily increasing competitive environment: exploiting cost advantages is therefore essential if they are to remain successful in the market in the future.

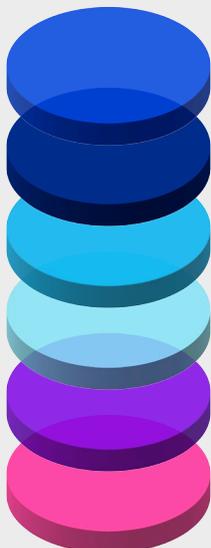
Cost and revenue pressures are continuously increasing for healthcare organizations due to growing regulation, increasing transparency requirements, new tariff structures and a **shortage of skilled workers**, especially in the medical/nursing professions. Since **personnel costs** account for around two-thirds of total costs, they are a particular focus for **cost optimization**. To ensure long-term performance and profitability, it is therefore extremely useful to assess one's own situation in relation to the

“best” in the market. Based on the results of these **analyses**, measures for cost optimization can be derived. Examples of this are deployment planning, skill grade mix, process optimization, etc.

KPMG's specialists are very familiar with the challenges and support you with a tried-and-tested procedure to identify your own potential for cost optimization, derive appropriate measures and then implement them in a targeted manner:

Project Procedure

Activities



01

Design: Coordination of the project design and creation of a data collection grid

02

Data Collection: Filling the data collection grid with the relevant performance data and personnel resources per area

03

Key Figure Calculation: Calculation of efficiency potentials based on KPMG benchmarks and orientation values

04

Efficiency Potential: Comparison of the values of the hospital with the relevant performance data and personnel resources per area

05

Determination of Measures: Creation of a list of measures based on the results analysis

06

Implementation of Measures: Support in the implementation of the defined measures in order to exploit calculated efficiency potentials

We offer benchmark calculations for the following organizational areas:

Central Services

- Patient Administration
- Human Resources
- Finance & Controlling
- Purchasing, Logistics & Materials Management
- Cleaning
- Kitchen
- Laundry

Nursing/Therapies

- Care Acute Care
- Long-term Care
- Physiotherapy
- Ergotherapy

Medicine

- Anesthesia
- Operating Room
- Delivery Room
- Emergency
- Radiology
- Laboratory

For the medical departments (physicians) we carry out contribution margin calculations, as we do not consider "classic" benchmark calculations to be appropriate for this purpose.

Why KPMG?



Proven industry expertise

We have been dealing with developments in the healthcare sector in Switzerland for years. We are therefore in a position to provide you with forward-looking benchmarks per sector against which your benchmark results can be compared.



The right approach

Using a tried-and-tested approach, we ensure that the desired benchmarks are worked out and, based on the results, present you with the most suitable solution variants for your institution with sustainable implementation options.



Extensive database

Based on our many years of experience in the healthcare sector, we have an extensive data basis for calculating the individual benchmarks per area as well as corresponding orientation values for the target state.

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