



GermSoft – Complete Infection Management Solution

Hospitals are facing unprecedented challenges today

Profitability Challenges – Severe margin pressures accentuated by COVID-19. Lower reimbursements due to reduced visits & elective procedure revenue.

Increased regulatory requirements – P4P, increased reporting requirements, penalties, etc.

Higher physician burnouts – Less face time with patients, increased patient volume & documentation.

GermSoft can help improve financials quickly

GermSoft is an automated solution for infection management in hospitals providing a 360-degree view of an infection allowing optimal management and treatment of the disease. GermSoft provides decision support for better management of equipment, recommending most effective and cost-efficient antibiotics and enables productivity improvements by automating manual tasks – all in a manner consistent with the clinician’s workflow since it is embedded in the EHR.

Within weeks of deploying GermSoft, a hospital will see improvements in the bottom-line through reduced antibiotic costs, lower variable costs due to improvements in LOS and pharmacist productivity. Within a year a hospital will experience increased revenue, improved margins and improved KPIs such as lower physician burnout, reduced mortality, higher patient satisfaction and predictive analytics to reduce cost of care

GermSoft can generate benefits upwards of \$5 mil per 500 beds annually!

How can a hospital benefit from GermSoft?

Benefits	Quantified Benefits	Estimated for a 100-bed hospital**
Higher revenue and profitable margins	\$4.5 - \$5 million / year (add 1170 patient days @ 85% utilization, 5% margin)	Administer right antibiotics, reduce HAIs, reduce readmission of HAI patients
Cost Savings	\$2.5 million /year	Medicare penalty avoidance, antibiotics cost, pharmacist productivity and variable cost reduction due to lower LOS
Other KPI’s	--	Improved care and quality, higher brand recognition, readiness for managing the next pandemic at scale, better patient outcomes

** assumes 6000 patients, 85% occupancy, average LOS 4.5 days, cost per day \$4,500

How do I get started?

A staged engagement journey is recommended to optimize maximum benefits and speed to value

- Implement GermSoft on one EHR in one hospital to capture short term benefits
- Expand to entire hospital system and integrate with other EHRs to drive strategic value
- Sustain the gains by leveraging GermSoft reporting capabilities to improve hospital’s Infection Management policies/processes