



## SUCCESS STORY

# Regional integrated health system improves cardiovascular outcomes with risk-scoring EMR model

### CLIENT

A large southeastern US health system

### SERVICES

Life Sciences

### AREA OF EXPERTISE

Predictive Risk Scoring,  
Digital Transformation

### INDUSTRY

Healthcare

## Challenge

Following the merger of two health systems, an integrated health system in the southeastern US faced challenges common for healthcare organizations entering new markets. The organization needed to quickly scale its cardiovascular services, particularly around heart failures. This growth created new complexity, and they sought a strategic partner who could navigate both the life sciences landscape and healthcare system integration.

## Impact

Highspring and a leading medical device company built, trained, and deployed new workflows that resulted in a 116% increase in follow-up within 7 days for high-risk heart patients. Overall heart failure clinic volume rose by 67%, contributing to a 15% increase in revenue. Finally, the program delivered significant cost savings, achieving a 59% reduction in emergency and urgent care visits, translating to \$866 saved per visit. The results contributed to the health system receiving a national award for healthcare excellence.

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Increase in follow-up within 7 days with high-risk heart patients

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Increase in revenue resulting from a 67% increase in overall heart failure clinic volume

# 59%

Reduction in emergency and urgent care visits, with a cost savings of \$866/visit