



## Specialty Surgical Center Innovates Financial Operations with Excel-Friendly Analytics.

**“PowerOLAP® is vital in helping us to transform our data into useful information and in enabling us to successfully manage our tremendous growth”**

At this very fast-growing surgical facility managing growth had become a key ingredient to ongoing success. The firm found a solution in PowerOLAP’s vastly enhanced analytical and reporting capabilities to uncover key business drivers.

“As I saw it,” said Goran Dragolovic, CEO of Specialty Surgical Center, “to truly be successful we had to weed through the raw data being accumulated and have it transformed into useable information for the purpose of pinpointing which variables were the key drivers of our success. And it was PowerOLAP® that enabled us to do this—allowing in-depth analysis of all our operational variables and their impact on our business.”

Dragolovic added, “We are extremely happy with our PowerOLAP® platform to the point where we have been extending its use throughout the company and achieving a stunning ROI.”

Founded in 1998 and based in Beverly Hills California, Specialty Surgical Center (SSC) had grown to become a thriving, vibrant network of six multi-specialty ambulatory surgical facilities in California. With this growth, however, came

some very complex management challenges accompanying the urgency on Center staffers to manage the mountain of data being gathered daily. Specializing in over a dozen different out-patient medical procedures (e.g. Ophthalmology, General Surgery, Orthopedics, Gastroenterology, Podiatry, etc.), SSC had numerous operational variables that impact the success of the enterprise. A Center’s performance can be affected by the physician that uses the center; the type of procedure being performed; the payment mechanism being employed; the facility being utilized, etc. These are all critical “dimensions” that have to be monitored and evaluated frequently by SSC to ensure success.

With a significant amount of raw data resident within several data sources, the issue for SSC was not the lack of data; rather, the problem was the time it took to extract the data, insert the data into numerous Excel spreadsheets and manage what were becoming larger, more complicated Excel spreadsheets. The bottom line was that the entire analytical process was very time consuming and extremely labor intense. “And it wasn’t just center performance we wanted to gauge,” said Mr. Dragolovic. “We needed to have an in-depth understanding of how each and every operational variable impacted our



ability to deliver top-quality medical treatment—the treatment that we are known for delivering. I knew there had to be a better way,” said Mr. Dragolovic. Recalling a search for a solution he had begun, but not completed, at a previous firm, Mr. Dragolovic contacted a firm specializing in Corporate Performance Management solutions, CPM Enterprise Solutions, and restarted a conversation with one of its principals, Ron Love.

After consulting with the SSC team, Love quickly saw that SSC needed to be able to “slice and dice” the data in a myriad of directions—precisely the kind of “multidimensional” manipulations that OLAP cubes must provide. SSC required the ability to produce custom reports in order to analyze trends, spot anomalies and perform comparisons by physician, by procedure, by center, pretty much on demand. Love knew that there was only one tool for this job and that SSC was the perfect candidate for a PowerOLAP® solution: he felt that PowerOLAP’s ability to instantly access data files while allowing SSC staffers to still use Excel as their front end access made PowerOLAP® the solution of choice.

### **PowerOLAP® Solution Benefits:**

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Within hours of the initial consult, CPM and the SSC Team had mapped out a PowerOLAP® solution that SSC management viewed as being right on target for their needs. And within just a few days, the licenses and reports were in place for the staffers to begin to use their powerful new tool which, happily, still accommodated all the “Excel smarts” they had developed by working in the spreadsheet environment.

“We saw immediately the need to provide staffers with a tool that would allow them to quickly access the data and evaluate each and every operational dimension. Speed and flexibility were what was needed to do the job and PowerOLAP® was the perfect tool for that job,” said Love. “For SSC it was all about understanding the factors that drove their success and there was no doubt that PowerOLAP® could extract the necessary data and deliver it instantly to the appropriate staffer. PowerOLAP® offered SSC an unparalleled analytic capability at the perfect price.”

With the implementation of the PowerOLAP® solution, SSC staffers now have the ability to create business models that reflect the actual business dimensions of their centers. They have instant access to accounting data that, prior to the PowerOLAP® installation, was extraordinarily time consuming to obtain requiring numerous data runs from several different accounting databases. Also, they now have the ability to rapidly produce reports by desired time interval: weekly, monthly, quarterly, etc. (prior to PowerOLAP® was also incredibly time consuming). And, with these operational efficiencies SSC is now able to dedicate more time than ever to analytics focusing on the value of the information being produced and how this information can be used to optimize management decision making. By now, the breadth of PowerOLAP’s capabilities has facilitated a pronounced change in the business analytics work being done, resulting in substantial operational efficiencies and cost savings for each SSC facility. “I thought it was essential,” said Mr. Dragolovic “to identify those processes and practices that were really working well, so that we could leverage those successes

across our network of centers. The ability to identify and replicate successful processes and practices across the network was of paramount importance to all of us at SSC. And, it was PowerOLAP® that delivered the speed and flexibility that our staff demanded in order to do their analysis, on the fly.”

**About PARIS Technologies International, Inc.**

PARIS Technologies International, Inc., Doylestown, Pennsylvania USA, is an intelligent solutions technology leader, featuring advanced, intuitive and cost-effective OLAP and Business Intelligence technologies. PARIS’s solutions allow users to plan, analyze and report—online, via Microsoft Excel and the Web—from enterprise and external data for business-critical relationships and insight. For more information: [www.paristech.com](http://www.paristech.com).

**About CPM Enterprise Solutions (CPMES)**

CPM Enterprise Solutions (CPMES), established in 2000, is a leading provider of end-to-end Enterprise Finance, Business Intelligence and Performance Management Solutions for the mid to large sized enterprise. CPMES scopes, selects, and implements the software system to best meet the challenges of each customer. The CPMES team members are experts in their respective fields of accounting, finance, reporting, systems, project management, and technology. CPMES services include finance/analytics/reporting systems and implementation, training, CPM readiness and plan creation. [www.cpmes.com](http://www.cpmes.com)

**About Specialty Surgical Center (SSC)**

Specialty Surgical Center is an ambulatory surgery center which provides a comfortable and caring environment for both patients and physicians. Founded in 1997, SSC has extensive experience in the design, building, licensing and management of outpatient surgery centers. Their objective is to partner with physicians to create successful healthcare businesses. From start-ups to the acquisition of surgical centers looking to operate more efficiently, their goal is to provide solid management and the highest quality of care for their patients. Over one hundred of California’s most prominent surgeons have already partnered with SSC in Beverly Hills (Brighton, Wilshire), Encino, Irvine, Arcadia and Thousand Oaks. Their dedication and focus on the development of state-of-the-art and beautifully appointed surgical centers has made Specialty Surgical Center among the finest and most successful ambulatory surgical centers in the country.

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