ILLUMINATE®

Case Study Cerebral Aneurysm

Revolutionary Cerebral Aneurysm Management System Enhances Patient Care and Hospital Revenue

Executive Summary

A leading health system with medical services, from primary care to specialty care, across 300+ locations in North and West Georgia implemented an innovative AI-powered system for detecting and managing cerebral aneurysms. This case study examines how the system improved patient care, streamlined workflows, and generated additional revenue for a major health system.

Challenge

The health system faced difficulties in:

1. Efficiently identifying cerebral aneurysms from radiologist reports
2. Managing long-term surveillance of patients with aneurysms
3. Ensuring consistent follow-up care and preventing patient loss to follow-up
4. Maximizing potential revenue from aneurysm-related procedures

Solution

The health system implemented Illuminate®'s AI-powered cerebral aneurysm management system with the following features:

- Automated reading of radiologist reports to detect cerebral aneurysms
- Use of a patient management system for long-term surveillance
- Tracking of all patient events, including clinic visits, imaging exams, and treatments
- Reminders for follow-up care and scheduled interventions

Results

In just 1 year, the client and Illuminate achieved remarkable outcomes:

Aneurysm Detection:

- Identified and prioritized 3,781 cerebral aneurysms within the health system
- Processed 309k reports within the health system

Patient Management:

- 1,151 patients placed under long-term surveillance
- 1,189 cases closed due to lack of clinical need for monitoring or followed externally

Additional Care Generated:

- 259 of 783 clinic visits were generated from newly identified patients
- 100 of 431 imaging exams (CT, MRI) were generated from newly identified patients
- 31 of 109 CT Angiograms were generated from newly identified patients
- 21 of 82 surgical therapies were generated from newly identified patients

Revenue Potential:

- Patients flow through care process for their cerebral aneurysm repair
- Estimated $22,646+ contribution margin per repair

Improved Patient Care:

- Ensured consistent follow-up for all patients
- Prevented loss to follow-up through systematic tracking

Cerebral Aneurysm Program's One Year Results
New Patients Found Incidentally, or Re-Engaged

40k
Reports Scanned per week

40k Radiology Reports are scanned each week to identify approximately 26 new Cerebral Aneurysms per week.

3,781
Patients with Cerebral Aneurysms

Identified and prioritized 3,781cerebral aneurysms within the health system.

1,151
Patients Under Surveillance

1,151 Patients have been added to the surveillance program in 1 year. 1,189 Patients are closed due to lack of clinical need for surveillance or followed externally.

259
New Clinic Visits

100
New Imaging Exams

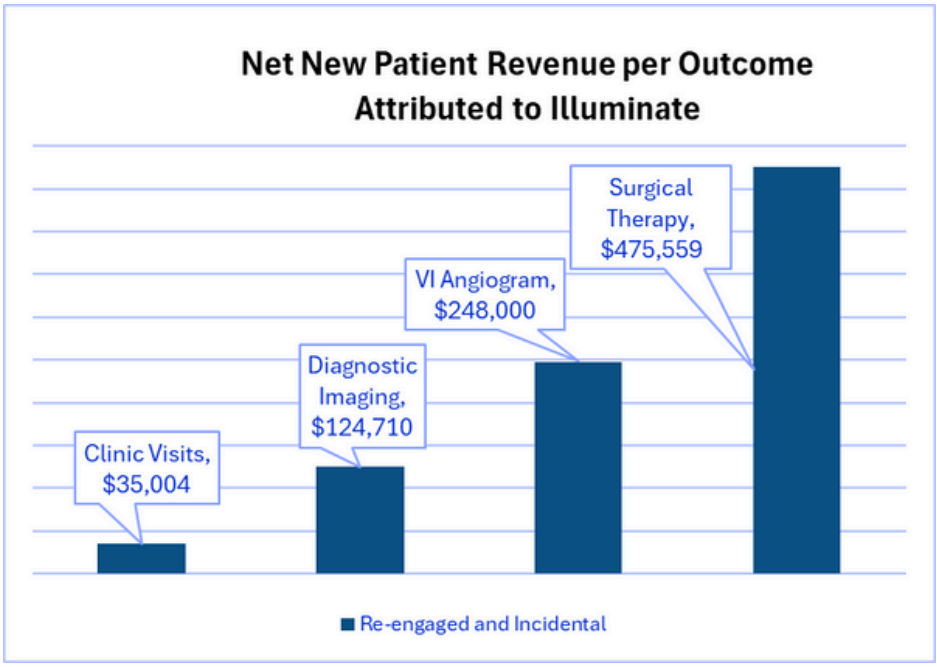
31
New Diagnostic Angiogram

21
New Cerebral Aneurysm Treatments

Financial Return

During the 1 year span, the program oversaw more than $1.8 million in overall net patient revenue, with $883k coming from Incidental and Re-Engaged Patients, credited to Illuminate. This represents a 26% increase in net patient revenue.

Further revenues were generated from the "halo effect" where patients engage with the health system to be treated for other conditions and/or primary care. Revenues within 9 months showed an additional $200k of impact for managing cerebral aneurysms.



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