

**Stoltenberg Consulting Inc.**, a leading healthcare information technology consulting firm, solves bigger business problems than just implementing software. We understand the process not just the system.

**Stoltenberg Consulting** behaves differently, simplifying healthcare technology decisions by

- ◆ listening and aligning client needs with the right consultants
- ◆ evaluating those needs and recommending solutions and options - whether technology, process, staffing and/or systems - consistently proactive on the client's behalf
- ◆ providing vendor assessment and selection support - always taking ownership in client outcomes

**Stoltenberg Consulting's team** provides strategic, comprehensive, tailor-made guidance and on-site support to maximize the system, applying application and process redesign expertise from our bench strength. Our flexible, results-based contracts focus on the client and their goals: maximum productivity to increase revenue and improve patient care.

Let our expert team of consultants - averaging more than 15 years of hands-on healthcare experience - simplify healthcare technology for you!

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## Client Case Study

### HealthSouth

A healthcare facility with hospitals in 26 states and Puerto Rico  
[www.healthsouth.com](http://www.healthsouth.com)

### About the CLIENT...

As the nation's largest provider of inpatient rehabilitative healthcare services, HealthSouth has a reputation for successfully bridging the gap between hospital and home for medically complex patients through its network of inpatient rehabilitation hospitals, long-term acute care hospitals, outpatient rehabilitation satellite clinics and home health agencies. The company's newest addition, HealthSouth Rehabilitation Hospital of Northern Virginia, combines state-of-the-art treatments with a team of highly skilled nurses, therapists, on-site physicians and support staff in a hospital setting.

With an interdisciplinary team approach to care, which allows for treatment of a wide variety of medical conditions, the HealthSouth staff dedicates all their skills and knowledge to one primary goal – improving each patient's functional abilities through intensive, individualized medical and therapeutic services through the latest equipment and therapies. HealthSouth specializes in offering a higher level of rehabilitative care to patients recovering from stroke and other neurological disorders, brain and spinal cord injury, amputations and orthopedic, cardiac and pulmonary conditions.

### About the CHALLENGE...

Being a leader in providing rehabilitation healthcare means HealthSouth is always at the forefront of utilizing new technologies, however, in the Inpatient Rehabilitation setting the benefits of Clinical Information Systems had not been accurately qualified or quantified. As part of that position, HealthSouth recently decided to implement its first Clinical Information System for electronic medical records (EMR). The project, which would include clinical documentation for physicians, nurses and therapists at the new hospital, was charged with determining the feasibility of an enterprise-wide initiative. The main goal of the project was to allow HealthSouth clinicians more direct time with their patients along with increased patient safety, improved quality of care and more efficient documentation.

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## What the client says about Stoltenberg Consulting...

"It has been a pleasure working with Stoltenberg Consulting and particularly Ms. Burdette. We asked Stoltenberg to provide a certain set of expertise and got much more in the process. Ms. Burdette has worked across several different areas within the project and has done outstanding work on every aspect. Our CIS pilot initiative has been a complete success and Stoltenberg has been no small part of that success. We look forward to a continued and long relationship with Stoltenberg Consulting."

**Randy Carpenter**  
CIO  
HealthSouth

## We Assist Our Clients With...

- Strategic Planning
- Current State Assessments
- Project Management
- Change Management
- Clinical Transformation
- Integration / Interfaces
- Process Improvement
- Content Matter Experts
- Staff Augmentation
- Application Development
- System Selection
- Contract Negotiations
- ...and more

## About the SOLUTION...

Although HealthSouth employs many people who are experts in their field, the company wanted to bring in an outside resource with Cerner expertise to ensure the project went smoothly and achieve the desired results. Once the company selected Pennsylvania-based Stoltenberg Consulting to fill this role, a consultant with over 35 years of healthcare experience and 15 years of IT experience and vendor knowledge was hand-picked to be a key contributor to the project.

Though Nancy Burdette was officially assigned as the Project Manager for the HealthSouth project, she also filled other roles, including Integration Architect, Technical Liaison and more. By using her expertise in these areas, HealthSouth was able to make better use of budgeted hours. According to Ms Burdette, "Taking on these roles allowed me to oversee not only all aspects of the project, but also save time which could be spent in other important areas. My healthcare and project experience at large organizations, like HealthSouth, affords me the opportunity to offer recommendations on how best to meet specific project goals."

Ms. Burdette worked with the Clinical Information System (CIS), Information Technology Group (ITG) and other HealthSouth staff to implement an electronic single sign-on system, laboratory interface, electronic medication administration record (eMAR), and online clinical documentation for physicians, therapists and nurses.

"HealthSouth continues improving its electronic medical record through interfacing and automation of FIM scoring," explained Ms. Burdette. "To further improve the completion of the patient record, all paper medical record details received from outside sources are scanned into the patient's electronic medical record, ensuring physicians and clinicians have access to a complete medical record with the click of an icon. Additionally, and definitely worth noting, we completed the project on budget and on time!"