



# Discharge Planning Handbook for Healthcare: Top 10 Secrets to Unlocking a New Revenue Pipeline

*Ali Birjandi, Lisa M. Bragg*

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## Discharge Planning Handbook for Healthcare: Top 10 Secrets to Unlocking a New Revenue Pipeline

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Hidden opportunities to improve profits in the healthcare industry abound in the area of discharge planning. The **Discharge Planning Handbook for Healthcare: Top Ten Secrets to Unlocking a New Revenue Pipeline** provides innovative new solutions that will show hospital administrators how to turn one of the most antiquated aspects of healthcare into one of the most productive. The performance-improvement concepts and approaches discussed in this volume balance all aspects of existing business models and provide a new approach to managing the discharge planning process.

Management engineer and Six Sigma Black Belt Ali Birjandi and registered nurse and administrative director Lisa M. Bragg employ innovative solutions to help readers:

- Redefine the concept of discharge planning
- Assign the proper metrics
- The COS-Q snapshot – a new tool for success
- Employ Lean concepts in redesign
- Apply a practical approach to improvement
- Create a culture that produces results

An extended case study invites managers and administrators to take an interactive approach to the learning and applying of these concepts. A spreadsheet tool is included to help readers stay on task in their quest to improve efficiency and quality of care. The approach and methods taught in this book have led to dramatic results in a number of institutions. When adopted by your organization, they can help to improve performance and boost revenue.



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