

One of the largest nonprofit systems in the country improves robotics utilization and boosts service line growth

KEY RESULTS

- 8.6X** annualized ROI
- 228** hours of robotics capacity created with their existing fleet
- 24%** target service line growth

Q4 2025 QBR

THE CHALLENGE
Compounded inefficiencies, thwarted growth

Struggling with inconsistent scheduling practices across their independent and employed surgeon clinics, this health system was weighted down with inefficient workflows in an increasingly competitive market. The impact? Its underutilized surgical assets prevented them from meeting growing surgical demand — while also missing strategic growth goals. The health system needed a way to grow without compromising the quality of care their community expected from them.

THE GOALS
Grow surgical volume... strategically

The nonprofit health system partnered with Qventus to achieve three goals:

1. Optimize robotic asset utilization
2. Grow target service lines
3. Standardize surgical scheduling across independent clinics

About the nonprofit health system

This nonprofit health system is one of the nation’s largest. Headquartered in the Western United States, it has over 30 hospitals spanning six states with more than 53,000 team members and ~6,000 staffed beds. The health system includes three teaching medical centers and numerous independent clinics in an extremely competitive market. The system leverages Oracle Health as their EHR system of record.





THE SOLUTION

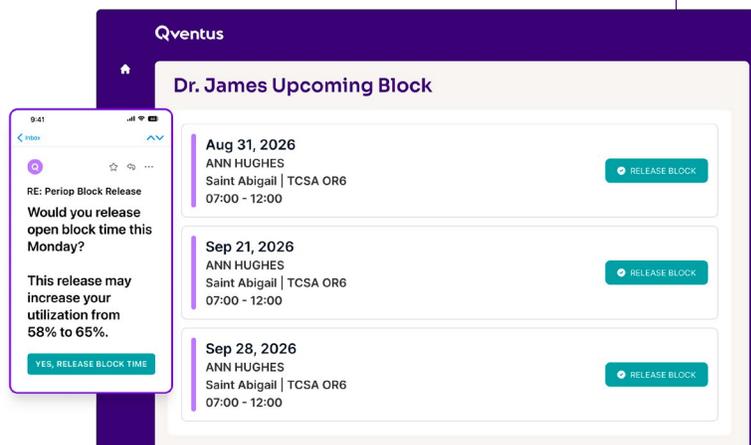
Qventus' Surgical Growth Solution

After a thorough review of several vendors, the health system selected the Qventus Surgical Growth Solution. Qventus' proven, scalable platform, bi-directional integration with Oracle Health and the solution's ability to be configured to meet the health system's unique needs made Qventus the right partner.

To ensure goal alignment and maximal user adoption of the solution, Qventus conducted on-site visits and live training during integration. After a successful launch that increased OR access at their four largest facilities, the health system expanded the Surgical Growth Solution enterprise-wide.

The Qventus Surgical Growth Solution goes beyond simply increasing OR availability. Rather, it uses AI and machine learning to proactively fill ORs with the cases that matter most — delivering an over 8X ROI for the health system.

Our cutting-edge machine learning algorithms are dynamically personalized to surgeons' preferences, intelligently matching open OR slots to the best-fit surgeons and eliminating first-come, first-served inefficiencies. Our solution optimizes every moment in ORs—releasing block time down to the hour, maximizing robotic access and utilization, and even shaping surgical demand with our strategic control panel — all to ensure white space is used the way as intended.

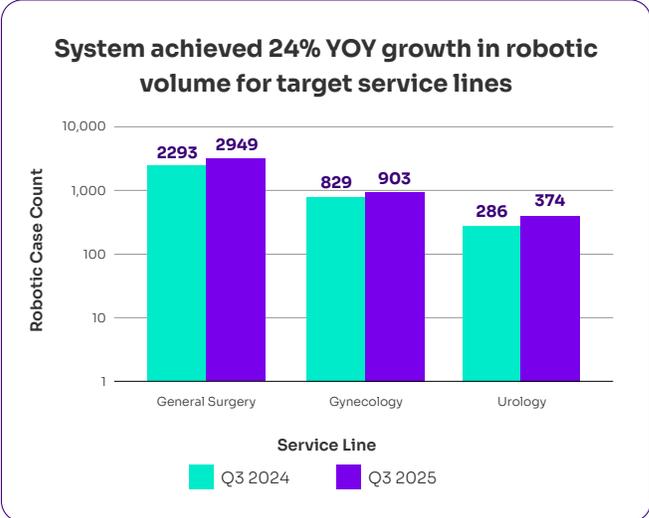


Key features of the Qventus Surgical Growth Solution leveraged by the health system include:

- **Clinic Scheduler Assistant:** Surgeons and their schedulers can view relevant OR time in seconds in an intuitive interface, without having to log in to the EHR. Qventus algorithms intelligently predict the wheels-in to wheels-out case length based on the surgeons' past performance, CLE trends at the surgeon and department level, time of day, and more, allowing the prioritizing and requesting of available surgical slots.
- **Capacity Assistant** Proactively engages surgeons and schedulers to incentivize block release weeks in advance of auto-release. Qventus ML models predict with high confidence which partial or full blocks are unlikely to be used up to a month in advance, and send schedulers timely and actionable emails to release those blocks, ultimately helping to increase their utilization scores.



- **Strategic Marketing Assistant:** Automatically markets time to surgeons who are the best fit based on practice patterns, past booking behavior, case mix, average case lengths and more, removing the burden on schedulers of manually calling to fill time. Qventus AI and ML models continuously calculate a fit score for all surgeons for all available open time, and prioritizes the health system strategic objectives such as growing targeted service lines or improving robotic utilization.
- **Robotics Optimizer:** Maximize ROI for high-value robotic assets with ML-driven automation that removes non-robotics cases from robotics rooms and strategically markets time to robotics surgeons to fill white space with high-margin cases.



Qventus Insights Suite: Arm executives with the analytics and insights they need to grow their perioperative program.

- Our **OR Leader Insights (ORLI)** is a “one-stop shop” for perioperative leaders to understand key performance measures, identify opportunities to improve utilization & throughput, surface actionable insights to drive meaningful improvements and streamline block allocation decisions.

“The results have far exceeded our expectations. The solution has increased access to the OR and streamlined the process of block management. The OR teams can schedule cases in real time, rather than be put on a list and wait for confirmation on availability. This has also positively impacted their patients’ care as they can look ahead and schedule their surgery before leaving the doctor’s office.”

Senior Director, Division Operations, Surgical Specialties

Learn how you can automate your operations today at qventus.com

