LABOR MANAGEMENT TRENDS

A survey of provider executives about labor budgets, staffing shortages, and operating expenses

August 2018
Summary

1. Overview
2. Budgets
3. Change in Staffing Shortages
4. Reducing Operating Expenses
5. Labor Management Initiatives
According to a Healthcare Financial Management Association (HFMA)/Navigant survey of 101 CFOs and operations executives, over the next 12 months:

- Execs are predicting labor budget increases and continued shortages of physicians, nurses, and mental health providers.
- Leadership is targeting labor costs and supply chain productivity improvements to reduce hospital operating expense.
Labor Budget Growth

How is your organization's labor budget projected to change in the next 12 months?

*Survey of 101 chief financial officers, administration, and operations executives
Staffing Shortage Volatility – Nurses & Physicians

Which choices best describe your current staffing shortage situations, compared to last year?

<table>
<thead>
<tr>
<th>Role</th>
<th>Significantly Worse</th>
<th>Somewhat Worse</th>
<th>Unchanged</th>
<th>Somewhat Better</th>
<th>Significantly Better</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mental health providers</td>
<td>5%</td>
<td>9%</td>
<td>6%</td>
<td>30%</td>
<td>55%</td>
</tr>
<tr>
<td>Nurses</td>
<td>30%</td>
<td>30%</td>
<td>17%</td>
<td>64%</td>
<td>5%</td>
</tr>
<tr>
<td>Physicians</td>
<td>37%</td>
<td>37%</td>
<td>30%</td>
<td>45%</td>
<td>6%</td>
</tr>
<tr>
<td>Laboratory experts</td>
<td>21%</td>
<td>21%</td>
<td>10%</td>
<td>3%</td>
<td>3%</td>
</tr>
<tr>
<td>Care/Case managers</td>
<td>18%</td>
<td>18%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>IT-related experts</td>
<td>20%</td>
<td>20%</td>
<td>3%</td>
<td>2%</td>
<td>3%</td>
</tr>
<tr>
<td>Coding / Revenue cycle experts</td>
<td>18%</td>
<td>18%</td>
<td>11%</td>
<td>14%</td>
<td>5%</td>
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<tr>
<td>Imaging experts</td>
<td>74%</td>
<td>13%</td>
<td>74%</td>
<td>64%</td>
<td>0%</td>
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<tr>
<td>Pharmacists</td>
<td>80%</td>
<td>8%</td>
<td>8%</td>
<td>15%</td>
<td>0%</td>
</tr>
<tr>
<td>Support services</td>
<td>70%</td>
<td>10%</td>
<td>15%</td>
<td>15%</td>
<td>4%</td>
</tr>
</tbody>
</table>

*Survey of 101 chief financial officers, administration, and operations executives

Nurse, physician shortages represent largest increases, reductions

Physicians
35% say worse, 20% better

Nurses
43% say worse, 27% better

Labor Management Trends | August 2018
Staffing Shortage Volatility – Mental Health Providers

Staffing Shortages Compared to Last Year – Relative View

Mental health provider shortages may represent direst situation
35% say worse, just 10% better

*Survey of 101 chief financial officers, administration, and operations executives
What is your top priority area for reducing operating expenses over the next year?

- Labor costs: 44%
- Supply chain: 21%
- Purchased services: 17%
- Clinical variation: 9%
- Corporate services: 3%
- Other: 7%

*Survey of 101 chief financial officers, administration, and operations executives*
Most Important Labor Management Initiatives

Rank the labor management initiatives your organization will focus on for improvement over the next 12 months.

Execs rank productivity improvement and workflow redesign as the main labor management improvement initiatives.

*Survey of 101 chief financial officers, administration, and operations executives. Respondents selected top 3 initiatives in order. First choice assigned a value of 5, second a value of 4, third a value of 3, and unselected choices a value of 1.
“The need to more effectively manage labor by staffing to demand will only intensify as operating margins continue to diminish, and as the pressure to enhance care quality and efficiency increases. These results magnify the need for provider leadership to objectively analyze their current practices to better staff departments and meet dynamic patient volumes.”

— Danielle Dyer, Managing Director, Navigant
“It’s not surprising that labor expense and efficiency continue to be top of mind for CFOs. However, the survey highlights the need for innovation in terms of transforming the cost structure of care delivery. This is a complex challenge that requires a multidisciplinary approach to support high-quality patient care and financial sustainability.”

— Chuck Alsdurf, CPA, HFMA
“Staffing shortages are placing hospital leadership in a paradoxical situation, both due to the economic theory of supply and demand and the tendency to maintain surplus with shortages looming. As a result, reducing labor costs has become even more difficult. Leveraging predictive analytics, proactively matching staffing to patient care demand, and more efficient workflows can help providers address these challenges.”

— Vamshi Gunukula, Director, Navigant
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