Don't Let Your Business Suffer from DRIP

Many businesses suffer from a symptom called DRIP (Data Rich Information Poor). They sit on a treasure trove of data, but do not go beyond "canned" reports to make decisions. ELY Analytics specializes in assisting businesses by mining and analyzing their raw data to help them identify performance improvement opportunities (financial and operational). Take out the guesswork. Send me your raw data and receive actionable and easy to understand information.

Whether you are in healthcare, banking, insurance, retail, or any other business, you still need to "slice & dice" and visualize your data. Go beyond your system's canned reports and unlock the information within your data.

Let the data tell you where you need to spend your energy, to maximize your return on investment.

"Without data, you're just another person with an opinion."

W. Edwards Deming

Let Me Introduce Myself!

My name is Sal Shwayhat, and I'm a professional with 30+ years' experience in healthcare operations. I have dual degrees in Electrical and Biomedical Engineering, and an MBA. I'm also a fellow in the American College of Healthcare Executives.

Over the period of my long career, I've worked in many different roles, including in areas such as: Clinical Engineering, Strategic Planning, Financial Planning and Analysis, Performance Improvement/Six Sigma, Laboratory, and Radiology.

Among the many roles I've had, working with data was the common thread. I have guest-lectured at Yale University and the University of New Haven – subjects included "External and Internal Benchmarking" and "Uses of Data in Healthcare". I have also presented at several conferences, including the Connecticut Quality Council.

My expertise and skills are applicable to other industries beyond healthcare. Whenever you need your data to be "sliced and diced", reach out me.

Contact me at
860-580-5177

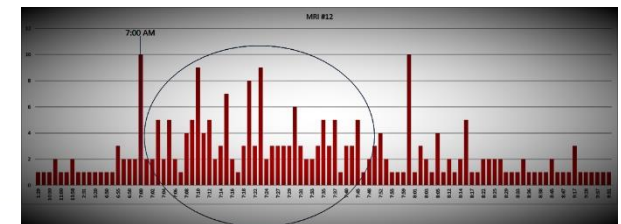or via email at ELYanalytics@Outlook.com

Windsor, Connecticut

http://ELYanalytics.com

Management Consultancy

ELY ANALYTICS LLC
Let data guide your decisions

Your Data Analytics Consultant

I help Businesses Use Data for Decision Making

The Many Faces of Data Analytics

Data analytics come in different shapes and sizes; if you are looking to expand your business into a different geographic area, you'll need Location Analytics, for a comparison of your staff's output, Productivity Analysis would be most suitable, and if you are a healthcare facility looking to accurately cost your products and services, Activity Based Costing would be a great option.

Friendly- Knowledgeable - Professional

No one knows your business more than you do.

Unlike how others might approach consultancy, I will not tell you what you need to do. Each business is unique and has unique needs. I will work with you to understand your needs and what you would like accomplished. Together, we will look at what data are available, and if more data need to be acquired. I will analyze the data set and visualize it (plot it in graphs) when appropriate, to see what "story" it tells. Based on the findings and my discussions with you, I will make recommendations for next steps. It is a partnership.

Strategic Planning & Marketing

Organizations need to have a good grasp of where their clients come from, what kind of services they utilize, and who their competitors are. Find out what the demographic profile of a geographic region (e.g, zip code) is, and how many people within your target profile live within a certain driving radius.

Have you ever wondered if you have sufficient data to map where your clients come from? Look no further than your credit card processing system. Credit card companies often provide their client businesses with all the granular data that they need, including canned reports. Canned reports are great but are often inflexible. ELY Analytics can analyze your raw data and provide you with necessary, and actionable information.

Productivity Analysis

As a business, you will want to compare the productivity of your employees, machines, or branches. Who is your best performer? What are they doing right that the rest can emulate?

If your data include time stamps, find out where your opportunities are during the shift. What percentage of your machine's capacity are you running at? How often are your staff starting on time? Perform a trend analysis to measure your throughput over time. Experienced business owners often know their productivity, but when data are analyzed and shared with the staff further increases are possible.
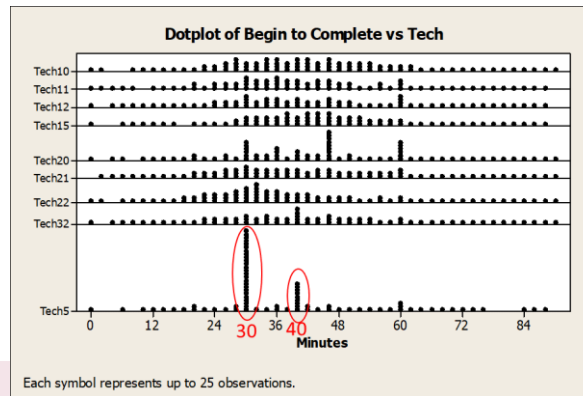
.. how many people within your target profile live within a certain driving radius.

Activity-Based Costing

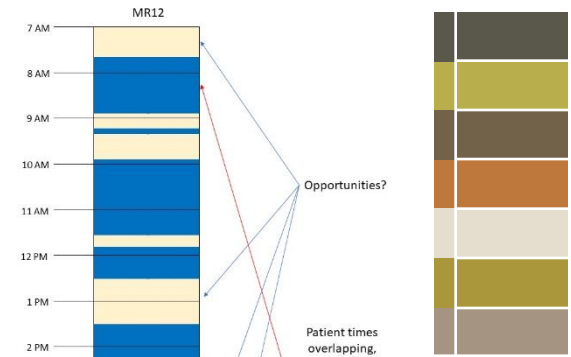for healthcare organizations. There are many ways hospitals cost their products. The most accurate method involves using relative value units to distribute the general ledger costs across all products. Without this accurate costing methodology, a hospital would merely be using a "guestimate" to find out the cost of providing care. In these days of thin margins, underpricing contracts can be disastrous.

Dotplot of Begin to Complete vs Tech

Each symbol represents up to 25 observations.

MR12

Opportunities?

Patient times overlapping,

Finding a consultant who's right for you >>>

Many consultants talk to you as if they know your business more than you do. They have their boilerplate "solutions", ready to present, often before the first meeting takes place. I am not that kind of consultant. I will let the data do the talking. Sometimes the data prove what you already know, and other times they surprise you with new insight. After getting the complete picture, I will make recommendations based on the findings.

Performance Improvement Staff Training

Along with an expertise in data analytics, I have developed a training class to help staff work more efficiently. It is called "Operational Excellence" and is aimed at front line managers and supervisors. The three-session class is designed to introduce participants to the principles of: Lean, Process Mapping, and Brainstorming. The sessions are a few weeks apart, and participants will have "homework", which includes mapping a process within their areas, identifying non-value-added steps, and brainstorming a redesigned "future-state" map. This training is designed to cut through the fog and teach participants the actionable basics. If you are interested in having your staff trained, please reach out to me at ELYanalytics@Outlook.com or 860-580-5177.