



Wolters Kluwer
Health

UpToDate®

Return on Investment

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Smarter Decisions,
Better Care

Today's Agenda

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Overview of UpToDate

2

Current Trends and Needs in Healthcare

3

How UpToDate Saves Costs

4

Clinical Studies and User Surveys

5

Free content overview

Questions

A New Way to Practice Medicine



What's New/

Practice Changing Updates

10 000+

Clinical topics

5 100+

Drug entries

1500+

Patient topics

5 700+

Physician authors

CME/CPD

25 000+

Graphics

135+

Medical calculators

350 000+

Evidence links

22

Specialties



Comprehensive Content



Succinct, actionable
evidence-based content

Content covering 22
specialties including over
10 000 topic reviews



Content depth:

- *Answers graded by physician experts*
- *Treatment considerations*
- *Links and references to full text*

In one study, 20 minutes of
UpToDate usage per day was
judged the equivalent of 1
year of medical residency*

Doctors Have Clinical Questions

*Unanswered clinical questions
impact patient management decisions*

*Approximately 2 out of 3 clinical
encounters generate a question*

*Physicians have approximately
11 clinical questions a day*

60%
of questions
go unanswered

Answering all clinical
questions could change

5 to 8

patient management
decisions each day

Quality of care

- ## Medical education

- ## Unsustainable costs

Demographic trends/shortages of clinicians



Research Demonstrates UpToDate Impacts Outcomes



Over **30**
research studies

UpToDate is the most widely studied point of care clinical decision support tool. To date there have been over 30 studies that have studied UpToDate as a tool to:

- Allow more questions to be answered faster
- Change decisions
- Improve outcomes



Economic Impact of UpToDate at Salford Royal NHF Foundation



Forrester Research found Salford Royal NHS Foundation Trust (SRFT)
recovered the costs of UpToDate in 90 days

Benefits Included:

- Staff productivity
- Diagnostic test efficiencies
- Improvements in the quality of care



Salford Royal **NHS**
NHS Foundation Trust

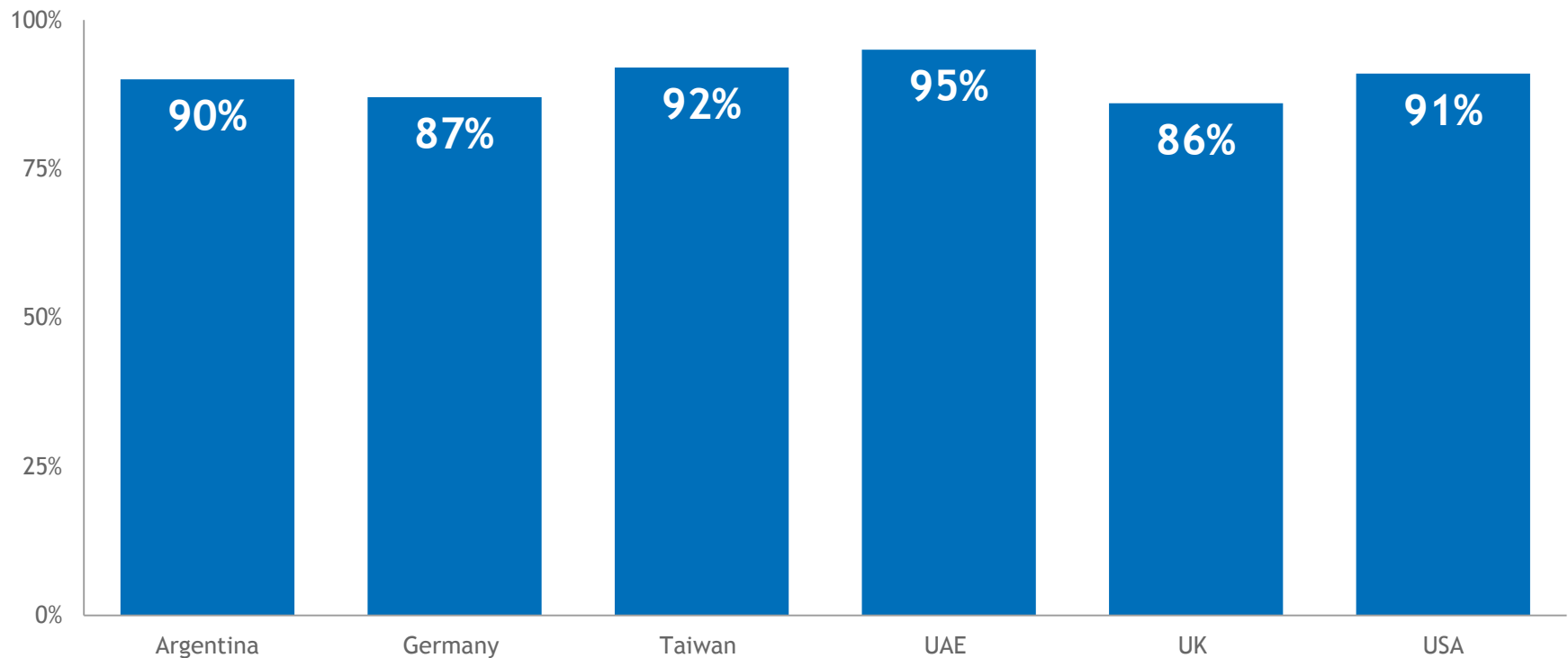
University Teaching Trust



Clinicians Save Time with UpToDate



Percentage of users who report that *UpToDate* saves them time in answering clinical questions



Clinicians Need Help Making Better Decisions

Cook County Hospital

Cook County Hospital, Chicago, IL



Test: Critical decisions assessed before and after providing clinical knowledge support on a random sample of **146 inpatients**

Result: Attending physicians changed treatment decisions for **18% of patients**

Insight: UpToDate drove most decision changes¹



¹Lucas, BP. The impact of evidence on Physicians' inpatient treatment decisions J Gen Intern Med 2004; 19:402.

Better Decisions Improve Quality and Efficiency



Most changed decisions were felt to have improved patient care



Many of these decisions would likely shorten LOS



Some may have prevented an adverse event



Problem	Original decision	New decision	Possible impact
Nonfunction-ing AV graft	Place temporary vascular access	Fibrinolytic therapy	<ul style="list-style-type: none"> Restore graft function Avoid new procedure
Severe labile HTN	Diltiazem	Stop diltiazem add atenolol	Improved blood pressure control
Community acquired pneumonia	IV antibiotics	Oral antibiotics	Inpatient stay avoided
Diastolic heart failure	Furosemide, isosorbide, hydralazine	Stop hydralazine, add atenolol	Improved symptom control
Inoperable hepatocellular cancer with ascites	Transarterialchemo-embolization	Palliative care only	<ul style="list-style-type: none"> Complications avoided Decreased cost Improved symptom control

Impacting Care: A Case Study

Condition	Outcome	How UpToDate could have helped
Abnormal Bleeding	Delay in diagnosis	UTD would have led to earlier diagnosis and efficient evaluation
Catheterization	Unnecessary preoperative work-up	UTD guidance would have prevented
Sepsis	Diagnosis was delayed and condition was likely not managed optimally. Caused by a surgical complication	Guidance from UTD could have helped
Choice of Antibiotics	PCN given to allergic patient	UTD and Lexicomp provide correct choices.
Hereditary Cancer	Patient and family may be at risk for colon and uterine cancer. A proper family history was not obtained	UTD would have provided correct guidance




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The following topics on Ebola virus disease are freely available to the public and will be updated as new information is reviewed:

- [Epidemiology, pathogenesis, and clinical manifestations of Ebola and Marburg virus disease](#)
- [Diagnosis and treatment of Ebola and Marburg virus disease](#)

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Patient Information Search Box- free access

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Patient Search Box

Add the UpToDate® for Patients search box to your site and enable your patients and their families to find current, in-depth and unbiased information that will help them:

- learn more about a medical condition
- better understand management and treatment options
- share in the medical decision making process with their health care providers



Conclusion

Clinicians have questions every day in the course of routine patient care

UpToDate provides answers to those questions, impacting decisions

Changing decisions improves patient outcomes and helps to Return on Investment

