

### Three key considerations for selecting an Al partner in stroke care and beyond

In a market flooded with over 1,500 AI vendors, selecting the right partner can be overwhelming. The stakes are high: the right choice can significantly enhance patient care and operational efficiency, while the wrong one could lead to wasted resources and missed opportunities.

Al holds immense potential, particularly for conditions like stroke, aneurysm, and pulmonary embolism, where timely diagnosis, triage, and transfers are critical. The right Al solution can dramatically improve these processes, leading to better patient outcomes.

As healthcare stakeholders consider AI partners, it's crucial to evaluate how a solution can optimize workflows, enhance patient care, and provide measurable efficiencies that reduce costs and prevent career burnout. Using real-world data to validate these abilities can instill confidence in the selection process.

#### **CONSIDERATION 1:**

## Clinical validation and context to anticipate patient impact

One of the most critical considerations is ensuring the technology is clinically validated and proven to make a real impact on patient care.

Clinically validated AI systems, backed by real-world outcomes, go beyond theoretical effectiveness. They demonstrate their capability to consistently deliver reliable results in everyday healthcare operations. When evaluating an Al solution, it's also essential to consider whether the technology:

- Provides clinical insights that would otherwise require manual calculation
- Enhances diagnostic accuracy
- Expedites decision-making and treatment pathways
- Empowers healthcare providers to deliver confident care
- Improves access to and delivery of healthcare

#### **CONSIDERATION 2:**

# Boosting operational efficiency and reducing burnout

In our healthcare systems, where demand often exceeds supply, automating routine tasks using AI enables healthcare professionals to focus on more critical, patient-centered tasks. However, to be effective, an AI system should seamlessly integrate into existing workflows, presenting information and alerts that align with how healthcare professionals interact with other data sources.

By automating alert systems and data analysis with quantified clinical context, Al-based tools can expedite the initiation of a treatment path, but finding an Al tool that has the flexibility and scalability to serve as a central source of truth for care teams can be particularly advantageous. To move one stroke patient

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from the ER doors to the operating room can take 26 different phone calls amongst care teams. A centralized communication platform driven by AI has helped to cut that down to four phone calls. That's what AI can do for workflow efficiency – an ultimate translation to faster care and reduced burnout. This is one example of many that illustrates the benefit of technology built to:

- Remove workflow friction from the health system
- Facilitate care-team collaboration
- Reduce physician burnout caused by increasing patient care demands and administrative responsibilities
- Maximize workforce resources and reduce
  time spent coordinating efforts

"Labor costs constitute 50 to 60% of hospital expenses. Therefore, technology solutions that reduce our dependence on an increasingly scarce and costly workforce offer significant advantages."

#### —Samir Kumar, MD, MBA, CPE, FACHE

Chief Medical Officer, Ascension Alexian Brothers

#### **CONSIDERATION 3:**

### Ability to deliver financial ROI

A principal roadblock hindering many organizations from adopting Al tools is cost, which is why Al solutions must demonstrate tangible ROI, such as:

- Shortened hospital stays
- Prevention of unnecessary
  patient transfers
- Better patient capture and appropriate procedure identification
- Prevention of patient leakage from the healthcare system

Healthcare organizations should also consider how AI solutions can drive intangible ROI, such as an improved patient experience, enhanced physician experience, and overall operational efficiency improvements.

To contextualize with numbers, below are some examples of how AI-powered solutions from RapidAI are delivering ROI.

Deep clinical AI has shown to result in an estimated:

- 9% increase in procedure volume
- 26% reduction in length of stay
- 32 minute reduction in door-totreatment time
- \$12.7M in potential optimized revenue and cost savings for a healthcare institution across stroke, aneurysm, and PE care

### Setting a high standard

Choosing the right AI partner in a highly competitive market may seem overwhelming, but it's a crucial opportunity to drive significant improvements in patient care and operational efficiency. By selecting an AI solution that is clinically validated and proven to deliver real-world impact, hospitals can optimize resources, enhance job satisfaction, and elevate patient outcomes. The right partner will offer a comprehensive solution that drives value beyond the surface level and beyond the algorithm – reflected through seamless workflow integration and maximized ROI. The winning choice should help the organization set a new standard for patient care—all without compromising on the specifics that matter most to the organization.

"Many AI tools are available to predict patient trends and potential medication needs. However, the challenge lies in effectively integrating these tools into clinicians' workflows. To be efficient and effective, these AIgenerated insights should be presented within the electronic health record (EHR) system in an intuitive way for clinicians."

#### -Timothy Judson, MD, MPH

Chief Clinical & Innovation Officer, Canopy Health; Medical Director of Care Delivery Transformation; Office of Population Health; University of California, San Francisco

