

## Case Study with ClinicalKey: Evidence-Based Medicine

Giselle Vasconcellos – Marketing Coordinator, Elsevier

ORGANIZATION:



The relevance of a medical search engine to reduce healthcare expenses  
in a private hospital in Rio de Janeiro/Brazil

# **A CASE STUDY WITH CLINICALKEY: EVIDENCE-BASED MEDICINE**

## Private hospitals: market overview

- **Total hospitals in Brazil:** 6.692 (70% private) – Source: CNES
- **Main source of revenue:** customers from health insurance companies
- **Hospital glosses:** in 2013, health insurance companies's refusal to reimburse hospitals expenses caused 3,2% of revenue loss (Source: ANAHP)
- **Evidence-Based Medicine:** an alternative to minimize the conflicts between health insurance companies and private hospitals

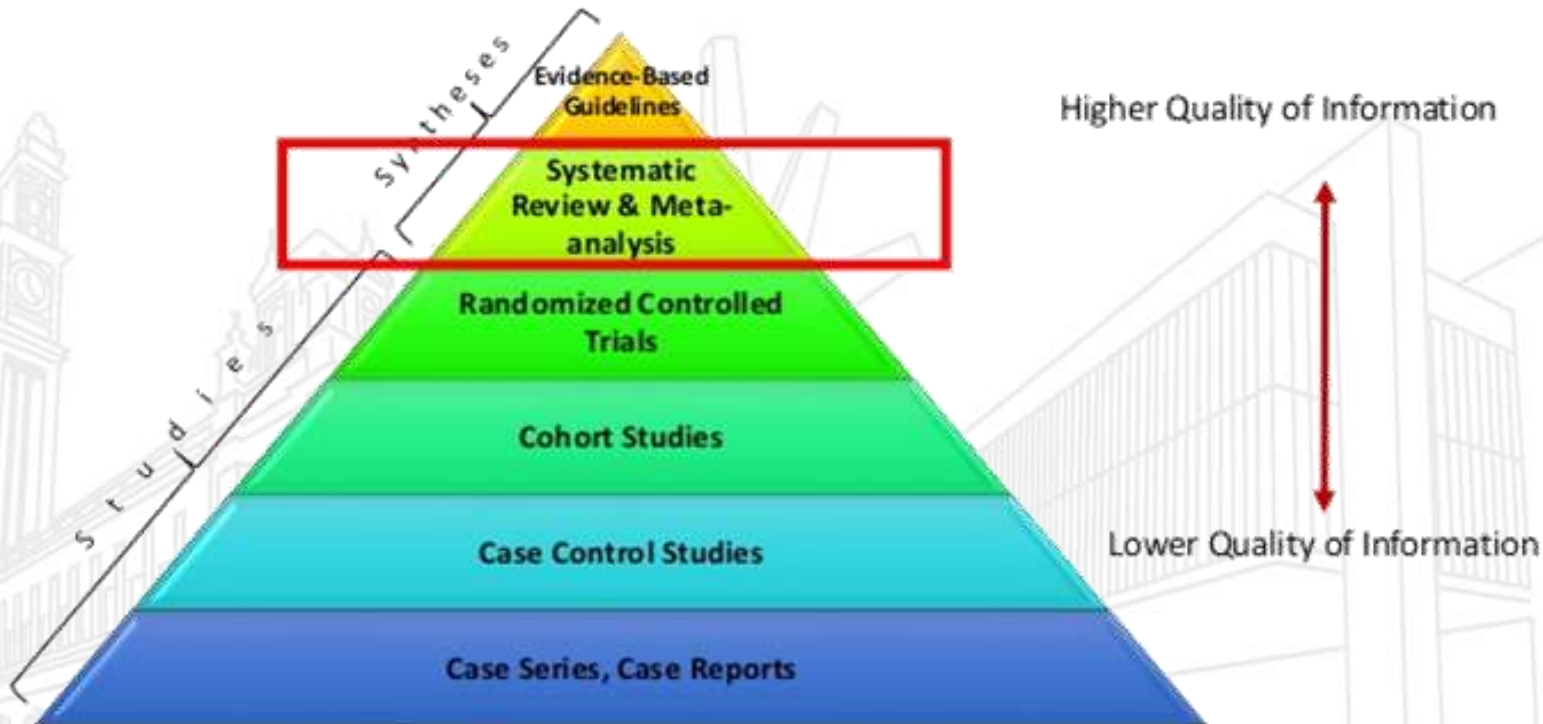
## ClinicalKey Case Study: General Topics

- **About the hospital surveyed:** Reference in high complexity medicine in Brazil, located in Rio de Janeiro, with 136 beds, and 2 accreditations: Joint Commission International and Canadian Council for Health Services Accreditation
- **Main Goals:**
- Identify the items most glossed from January to September 2014 through interviews with CMO, controller manager and clinical auditor (Total of 17 items: 6 materials, 7 drugs and 4 surgical procedures)
- Demonstrate the relevance of ClinicalKey to support healthcare decisions providing evidences to items glossed
- Estimate the financial value of the reimbursements with the evidences found in ClinicalKey (Based on Brasíndice price guide)

# Research Methodology

- Cochrane Methodology: Identifies the evidence level (reliability and accuracy) in each category and establishes the degree of adoption in clinical practice.

## Evidence Pyramid – Publication Types



# ClinicalKey



- Supports clinical decisions by making **easier find and apply** the most relevant evidence according Cochrane Methodology  
**Source Type:** Guidelines  
**Study Type:** Systematic Reviews, Meta Analysis, Randomized Controlled Trials

**ClinicalKey**  
 All enteral administration

Filter By: Source Type Study Type Specialties Date

| Source Type        | Count |
|--------------------|-------|
| MEDLINE Abstracts  | 951   |
| Full Text Articles | 558   |
| Books              | 487   |
| Guidelines         | 78    |
| Clinical Trials    | 76    |
| Images             | 39    |
| First Consult      | 19    |
| Drug Monographs    | 3     |
| Procedures Consult | 3     |
| Videos             | 2     |

Sort by: Relevance

**ClinicalKey**  
 All enteral administration

Filter By: Source Type Study Type Specialties Date

| Study Type                | Count |
|---------------------------|-------|
| Systematic Reviews        | 56    |
| Meta Analysis             | 12    |
| Randomized Control Trials | 136   |
| Narrative Review          | 236   |

2197 results

Sort by: Relevance

# Evidences Search

- **Glossed Item:** Precedex
- **Research term:** Dexmedetomidine
- **Clinical condition:** sedation in intensive care
- **Total Evidences Found:** 422

**1 Full Text Guideline** – Evidence recommendation Favorable

**Barr J, Fraser GL, Puntillo K, et al. Clinical practice guidelines for the management of pain, agitation, and delirium in adult patients in the intensive care unit. Critical care medicine. 2013;41(1):263-306.**

**15 Randomized Controlled Trials** – Unfavorable in non invasive ventilation

# Achievements

- The total value of the 17 glossed items, during 9 months, was estimated in **R\$ 947.684,98 (US\$ 363k)**
- ClinicalKey provided relevant evidence **for 15 from a total of 17 glossed items**
- The total value possible to be recovered with the evidences provided by ClinicalKey was estimated in **R\$ 865.027,18 (US\$ 332k)**
- **Main Result:** ClinicalKey is useful as a clinical decision support system, considering the outcomes in patient health, and also for a better financial management of the glosses applied by the health insurance companies, reducing healthcare expenses



# Contact

**Giselle Vasconcellos**

Marketing Coordinator

Elsevier Clinical Solutions

[g.vasconcellos@elsevier.com](mailto:g.vasconcellos@elsevier.com)

**Thank you!**

