

HOW TO QUANTIFY THE BEFORE AND AFTER

Florida EMS Grants Workshop

November 7, 2017



Overview

- ▣ How to Begin
- ▣ Outcome Measurement
- ▣ Meeting Standards
- ▣ Develop a Process
- ▣ Your Best Guess
- ▣ What Are They Looking For?



How to Begin

- ▣ Begin With the End in Mind
- ▣ What do you Want to Accomplish?
- ▣ What is Your Focus?
- ▣ Include Stakeholders
- ▣ Make it a Project, Not a Product



Outcome Measures

- ▣ Outcome Measurement is Critical
- ▣ How do You Measure What needs to be Improved?
- ▣ Can You Measure the Effectiveness of an Outcome?
- ▣ Explain Your Assessment Measures
- ▣ What is New? What is Expanded or Enhanced?



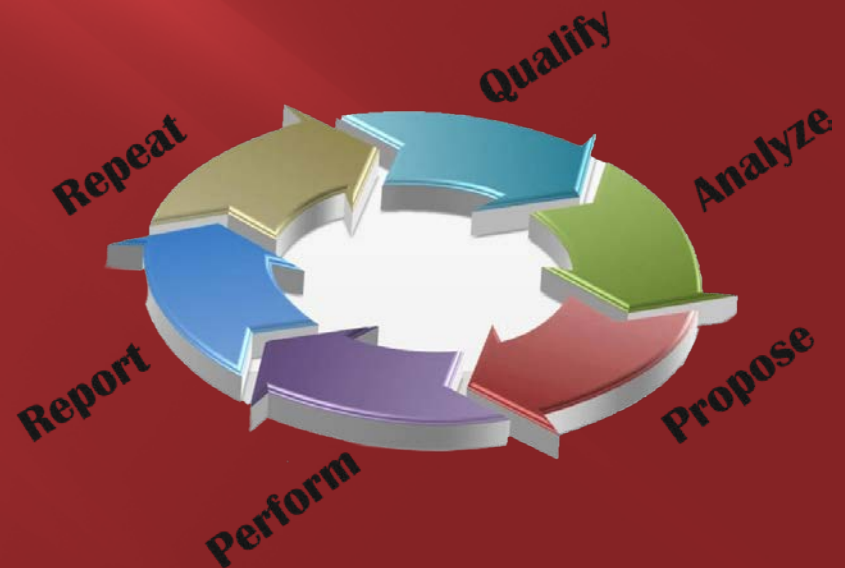
Meeting Standards

- ▣ Will This Grant Meet Statutory or Other Regulatory Criteria?
- ▣ Are There Other Accepted Industry Standards?
- ▣ If So, Quote the Standard, Include References



Develop a Process

- ▣ Identify Outcomes and Performance Indicators
- ▣ Develop a Data Collection Method
- ▣ Do Data Analysis
- ▣ How Will You Communicate Results?
- ▣ Reflect, Learn, Repeat



Your Best Guess

- ▣ Taking Your Best Guess – Solid Numbers
- ▣ Be Reasonable
- ▣ Total Cost vs Outcomes



What Are They Looking For?

- ▣ Reviewers Want to Give Away Money
- ▣ Reviewers Are Looking for a Good Project
- ▣ A Real Problem
- ▣ Data That Shows a Problem
- ▣ A Real Solution
- ▣ Measureable Improvement
- ▣ Most Important – Improved Patient Outcomes

People generally
see what they
look for, and
hear what they
listen for.

Harper Lee

meetville.com

Questions?

