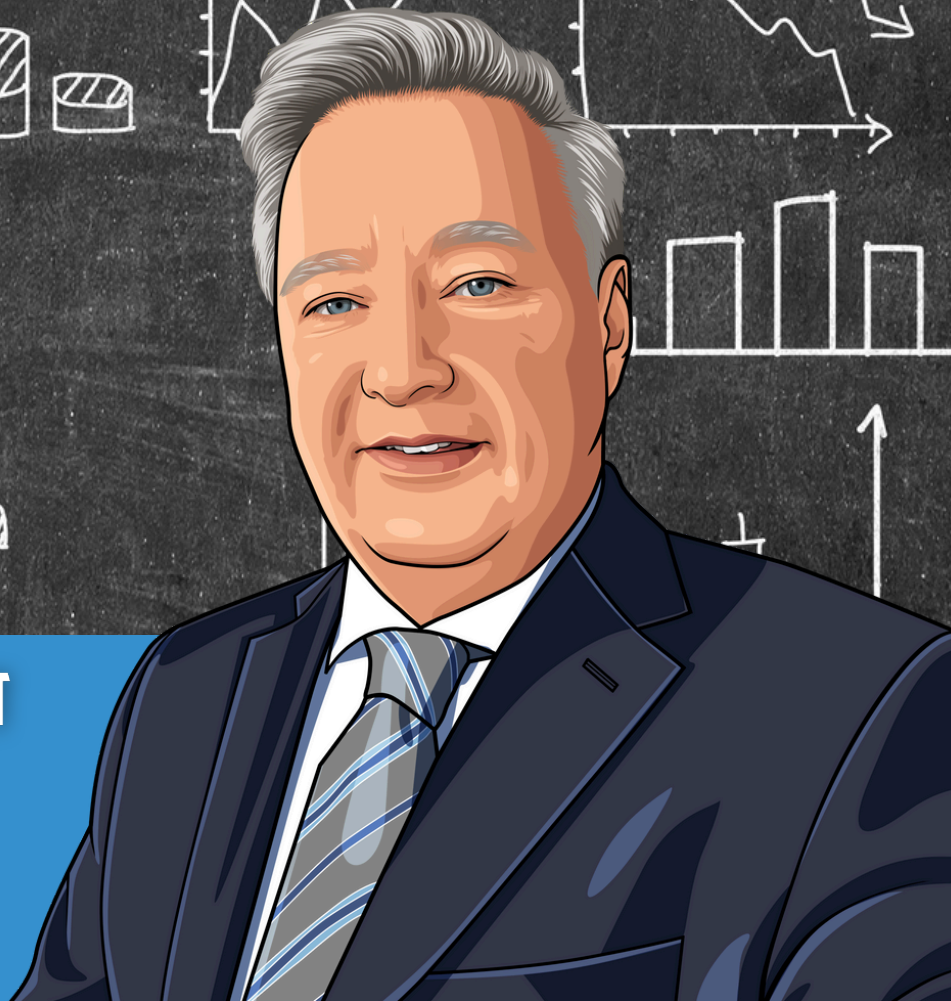


# BUILDING A CULTURE OF VALUE ANALYSIS



VALUE ANALYSIS EXPERT

POWER  
SUPPLY

Stephen B. Kinsella | President  
Data Leverage Group, LLC



*Power Supply Value Analysis Expert™:*

## Building a Culture of Value Analysis

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Establishing a culture of value analysis is vital for driving sustainable savings, efficiency, and improved patient outcomes in healthcare. This article addresses key questions about the benefits of value analysis culture, the steps to creating it, and the challenges organizations may face along the way.

Value analysis is not a one-time event. It involves continuously evaluating products, services, and processes for cost reduction, quality improvement, and increased efficiency. Establishing a value analysis culture means embedding this process into the organization's fabric. A culture of value analysis is a mindset that prioritizes value, improved outcomes, savings, and efficiency, where stakeholders understand and pursue value analysis initiatives.

Establishing such a value analysis culture promotes improved patient outcomes, cost-consciousness, innovation, collaboration, and effective resource allocation, and drives continuous improvement. It empowers individuals at all levels to contribute to the organization's success.

A value analysis culture needs leaders who champion the process, communicate its importance, allocate resources, and ensure that stakeholders stay engaged and aligned. Supply chain and procurement teams, clinicians, department heads, value analysis committees, and others also must collaborate.

To build this culture, organizations should promote awareness and education about value analysis, encourage cross-functional collaboration, establish value analysis committees, and incorporate the topic into meetings.

A facility with a value analysis culture is proactive about improving patient care, and cost reduction, prioritizes data-driven decision-making, embraces innovation, encourages staff involvement, and demonstrates continuous commitment, while optimizing resources. In contrast, organizations without that culture may lack cost-consciousness, struggle with inefficiencies, and miss opportunities for patient outcomes improvement.

Once a value analysis culture is established, one of the biggest surprises for hospital leaders often is the outcome improvements and the measurable amount of associated cost-savings. Collaboration and stakeholder engagement also may exceed expectations.

A value analysis culture is the bedrock for continuous improvement and success in delivering high-value healthcare.

Have more value analysis questions? Contact Stephen at: [skinsella@dataleveragegroup.com](mailto:skinsella@dataleveragegroup.com)

## *Power Supply Value Analysis Expert™ Biography:*



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Stephen B. Kinsella is the founder and principal of Data Leverage Group, LLC. He is a supply chain management professional with over 20 years of experience in the healthcare supply chain. As President of DLG, Steve is responsible for the strategic direction of DLG. He is also responsible for all business development and strategic partnerships. In the past, Steve has helped many healthcare organizations to assess and identify non-labor savings opportunities, from operational redesign and improvement projects to extensive supply cost reduction. His focus has been to identify quantitative, data driven opportunities for savings and improvements that support quick implementation by working closely with supply chain and value analysis teams.

For all your value analysis questions, you can contact Stephen at [skinsella@dataleveragegroup.com](mailto:skinsella@dataleveragegroup.com) or visit the DLG team at [dataleveragegroup.com](http://dataleveragegroup.com)



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