

PinPoint solution deployed in record time to allow decision makers immediate access to unlimited data

### Background

Since 1898, Roswell Park Cancer Institute (RPCI) has been dedicated to providing total care to the cancer patient; to conducting research into causes, treatment and prevention of cancer; and to educating public and next generation of those who study and treat cancer.

### Fast Facts

RPCI serves approx. 400 inpatients and over 14,000 outpatients on a monthly basis.

### Location

Buffalo, NY



“PinPoint bridges the ‘Gap’ between clinical and financial data at the lowest level of detail. It offers immediate analytical capabilities to support the informational needs of senior administration to the front-line managers.”

- Michael R Trznadel (Director - Business Intelligence & Cost Accounting)

## Lead Story Headlines

### Challenge

Roswell Park faced a number of challenges within its Financial Reporting environment. The institute was facing an increasing pressure to meet external deadlines for federal and state guidelines and requirements. Disparate data sources, constrained resources, multiple reporting formats, complex querying procedures, and the varied levels of experience and technical skills of its business users were the key factors for the productivity issues at the institute.

Rapid and accurate response being the most essential business requirement in today's competitive environment, we needed a solution that could deliver information to the decision-maker's in days, rather than weeks or months.

### Solution

PinPoint was proposed as a solution for Roswell's information assimilation and data analysis needs, offering a single source single point access for all of its financial data. PinPoint offers a fast implementation and a seamless integration of data from multiple data sources. It allows data aggregation and analysis “at that moment”. The most beneficial aspect of PinPoint is the dynamic cube technology, which allows users to aggregate data into a single indicator, and drill into that number, change directions, change fields of interest, starting from top level indicators to the transaction level details, while providing highly flexible administrative controls and data security at the field-level for all the data elements.

### Results

With the help of Pinpoint Analytics, Roswell generated a single reliable and auditable data source. The detail transaction level data from source transaction systems is uploaded into PinPoint on a daily basis. PinPoint is now a trusted source of ‘Historical’ as well as ‘Current’ data. It allows Roswell to support its strategic direction with quantifiable data rather than a ‘Gut’ feeling. With PinPoint, Roswell has the leverage it needs to negotiate substantially better contracts with Managed Care payors. Roswell is able to evaluate the many contract issues through the analysis of tens of millions of transactions with favorable outcomes. This could only have been done with PinPoint.

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### Citation

“Roswell is now transitioning from a reactive (Historical data analysis – ‘where have we been’) position to a proactive (based on ‘where we have been – where can we go’) position.”

- Michael R Trznadel

“Why not put the information into the hands that need it the most? With PinPoint, it's that simple.”



“PinPoint quickly transforms ‘data’ into ‘information’ while allowing the information to be analyzed vertically from the summary level to the detail level.”

- Michael R Trznadel (Director - Business Intelligence & Cost Accounting)

## PinPoint OLAP Performance Management

### Features

- Single source data warehouse for all transactions
- Dynamic and real-time data update
- Intensive automated data validation and verification
- Patent pending ACTIONCUBE® for ad-hoc reporting
- Automatic report distribution over enterprise email
- Simple interface for dashboard reports
- Scalable to accommodate hundreds of users
- Flexible data access and comprehensive field-level security

### Benefits

- Designed for all levels of users within an organization
- Complete flexibility and ability to drilldown to the raw transactions from any angle/view
- Relationship between the data elements can be changed and analyzed in real-time
- Dictionary driven architecture eliminates the need to memorize the data definitions
- State machine architecture guides the users to next steps
- Built-in standard reports, plus the ability to customize reports
- Requires minimal formal training

### Comparison

PinPoint's unique dynamic cube architecture distinguishes it from other OLAP applications in the market. Nearly all other applications require pre-defined cubes that limit the access within each dataset making it impossible to drilldown outside of the cube. PinPoint enables full access to the data through an optimized architecture that allows drilling anywhere securely and quickly. Other B.I. applications require multiple licenses and costly maintenance, but PinPoint is an integrated suite with single site license for unlimited use.