
**Association of Healthcare Value Analysis Professionals (AHVAP)
Clinical Value Analysis Healthcare Professional (CVAHP)
Certification Examination Content Outline***

1. Governance and Structure

- A. Design an evidence-based healthcare value analysis model
 - 1. Advocate for a patient centered approach that includes quality, safety, and patient experience
 - 2. Establish goals, objectives, charters, and education to support the model
 - 3. Incorporates support from executive team to create an organizational structure that utilizes the AHVAP value analysis process
 - 4. Assign the roles of participants / stakeholders in the healthcare value analysis process
 - 5. Define metrics to evaluate robust clinical and financial outcomes
- B. Project management in healthcare value analysis
 - 1. Initiate or reject a healthcare value analysis project
 - 2. Plan a healthcare value analysis project
 - 3. Execute a healthcare value analysis project
 - 4. Monitor and evaluate a healthcare value analysis project
 - 5. Conclude a healthcare value analysis project
 - 6. Follow up after a healthcare value analysis project to determine results or check and adjust as needed
- C. Communication & collaboration
 - 1. Communicate to an organization the value analysis purpose, goals, and metrics
 - 2. Facilitate value analysis meetings
 - 3. Tailor communication to diverse audiences
 - 4. Establish and implement a barrier escalation process
 - 5. Collaborate with physicians, clinicians healthcare providers and consumers to identify and evaluate opportunities for value through
 - a. standardization
 - b. clinical quality outcomes
 - c. cost effectiveness
 - d. utilization management
 - e. safety
 - f. sustainable practices

2. Healthcare Value Analysis Methodology

- A. Identification
 - 1. Validate the need
 - a. Define current problem
 - b. Identify future requirements
 - 2. Review GPO contract compliance and identify opportunities
 - 3. Assess for standardization opportunity
 - 4. Assess new regulations and new evidence-based practice
 - 5. Address defective product/recalls
 - 6. Review capital budget request
 - 7. Identify savings opportunities
 - 8. Respond to strategic initiatives
 - 9. Examine quality/safety issues

Healthcare Value Analysis Methodology (*continued*)

- B. Gather information
 - 1. Collect usage data
 - 2. Identify supplier's capacity
 - 3. Obtain all pertinent costs and support data
 - 4. Identify key clinical and non-clinical stakeholders and utilization practices
 - a. Assess current practices related to supply, equipment, or purchased services
 - 5. Conduct literature review
 - 6. Obtain benchmarking data
 - 7. Investigate community standards and list serves
 - 8. Identify product specifications and compare to defined clinical requirements/outcomes
 - 9. Analyze reimbursement information when applicable
 - 10. Utilize information from regulatory agencies
 - 11. Review policy/procedures/guidelines
 - 12. Identify sustainable opportunities
- C. Analysis
 - 1. Complete cost analysis
 - 2. Conduct negotiation
 - 3. Identify purchase versus lease benefits, if applicable
 - 4. Evaluate consignment or supplier-managed opportunities
 - 5. Determine if evaluation is necessary
 - 6. Establish evaluation parameters
 - a. Identify a champion
 - b. Identify which units or which hospitals
 - c. Identify timeframe versus number of patients
 - d. Obtain product samples
 - e. Provide training for clinicians participating in the product/equipment evaluation
 - f. Develop objective evaluation form based on quality, safety, outcomes, and effectiveness
 - 7. Determine final financial, clinical, safety, quality and potential outcomes impact
 - 8. Explore educational needs and opportunities
 - 9. Establish committee decision
- D. Implementation
 - 1. Determine inventory management strategy
 - 2. Identify logistical plan
 - 3. Build item master and charge master if applicable
 - 4. Develop and execute education plan
 - 5. Design communication plan
 - 6. Collaborate to ensure policy/procedure/guidelines are updated
- E. Monitoring
 - 1. Review compliance metrics to evaluate the success of a project (clinical, financial, safety, quality, outcomes, and impact)

3. Professionalism and Business Ethics

- A. Adhere to organization compliance guidelines
- B. Define key legal and ethical considerations
- C. Develop supplier relationship strategies
- D. Comply with disclosure and confidentiality policies
- E. Serve as a resource to internal and external customers

4. Finance

- A. Value analysis definition
- B. Integrate financial principles into value analysis
- C. Goal setting
 - 1. Financial
 - 2. Non-financial
- D. Finance definitions
 - 1. Savings
 - 2. Return on investment
 - 3. Payback
 - 4. Costs
 - a. total cost
 - b. fixed and variable costs
 - c. direct and indirect costs
 - d. activity based cost
 - e. life cycle cost
 - f. utilization cost
- E. Integrate financial strategy into value analysis
- F. Metrics for the value analysis program
- G. Monitor effectiveness of value analysis program
- H. Gap analysis
- I. Coordinate with stakeholders
 - 1. Internal stakeholders
 - 2. External stakeholders
- J. Perform cost analysis
 - 1. Use benchmarks
 - 2. Complete cost analysis process
 - 3. Verify cost analysis
- K. Understand contract principles with respect to the value analysis process
 - 1. Supply chain, contracts, and value analysis
 - 2. Compare contract management and the value analysis process
 - 3. Contracting compliance
 - 4. Contracting strategies
 - a. general principles
 - b. bulk buys
 - c. rebates
 - d. capitated pricing
 - e. committed pricing