



CASE STUDIES





IMPACT STUDY #7: Forecasted Margin/Shift Analysis

New physician at a high acuity ICU coding 4% critical care vs. peers at 96%, correction had a \$155k annual impact.

Customer Profile: 6 doctor high acuity ICU was relying on a pool of temporary locum doctors to fill shifts at their practices. 100 provider group staffing about 5% of all shifts with external locum shifts.

Impact: \$155k in savings per year for this single physician training fix.

What happened?

Using unit account based forecasting we were able to evaluate the margin per shift of providers and benchmark them with peers and across the organizations average for this specialty. From the analysis we could see this provider was **losing the organization \$4,055/shift** vs. peers who generated \$300/shift. This was partly due to higher temp rate but we could instantly see his revenue per shift was 30% of the rest of the team.

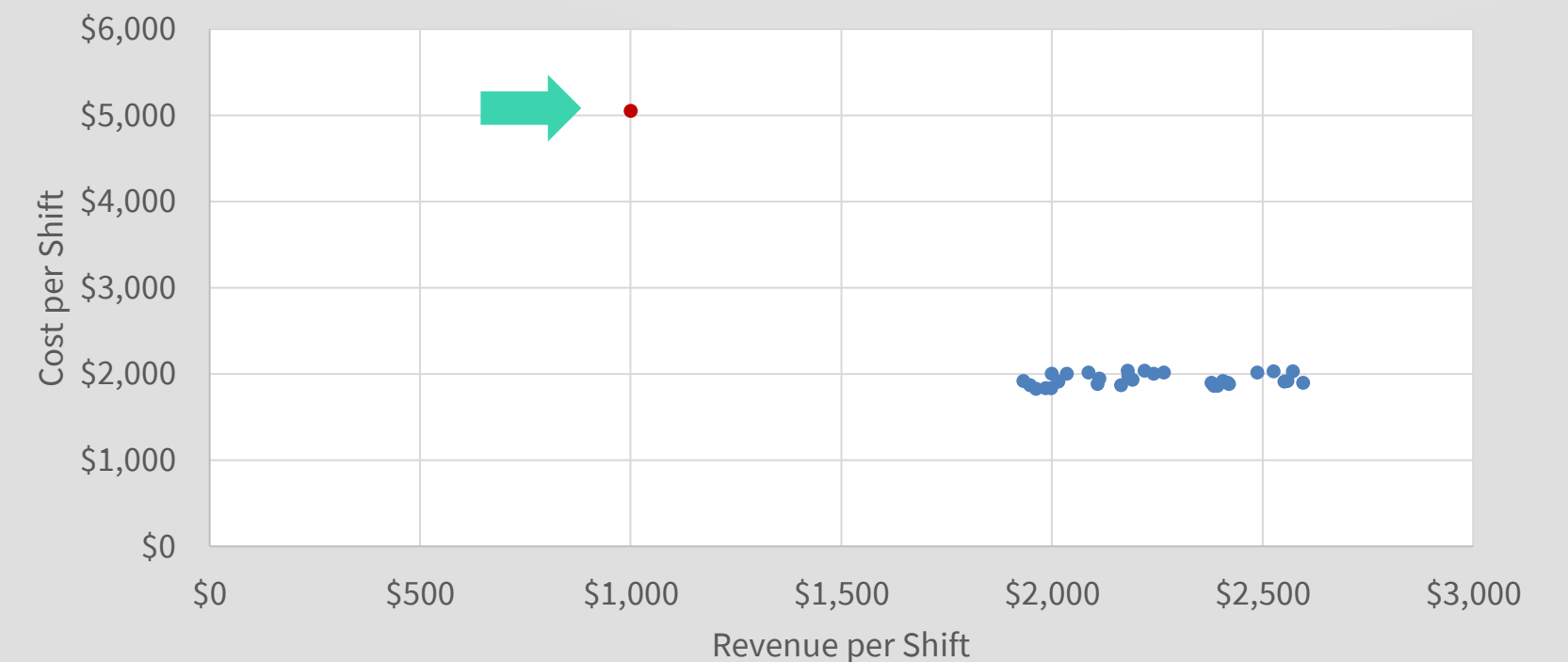
Please note that due to a non-disclosure agreement we cannot share the company name with this case study.

Margin per Shift Outlier Analysis

Shifts per month vs. Margin



Cost per shift vs. Revenue/ Shift




Are you looking for technology that can increase efficiency and financial visibility for your physician organization?

We are on a mission to automate the most time-consuming tasks for physician groups, here are a few we help with -

- ❑ Roster management
- ❑ New privileges tracking and templates for meetings and document requirements
- ❑ Expiration tracking for privileges, licensure and other credentials
- ❑ Scheduling
- ❑ Rate Management and differentials tracking
- ❑ Financial Analysis and Opportunity identification
- ❑ Document storage/form auto-filling and e-sign
- ❑ Collaboration – for vendors or other 3rd party relationships (VMS alternative)
- ❑ Provider web and mobile portal for scheduling and credentialing self-service
- ❑ Real-time revenue and net cost per shift estimates based on encounter and rvu volume

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