DOCTIVITY HEALTH™

Accelerating Revenue Generation

doctivityhealth.com

Case Study: Strategic Physician Business Ramp Up

Doctivity is Engaged to Expedite the Profitability of Newly Hired Physicians and Solve the Slow Ramp Up of Currently Under Performing Physicians

Challenge
- New physicians average 24 months to reach a break-even point where they cover their salaries.
- When a physician resigns for being unsatisfied, organization loss on average is $1.4M per physician.
- Physician turnover rates on average are 7% and growing.
- Costs to recruit providers average between $35K to well over $200K per provider.

Solution
Doctivity engaged with Valley Health System to focus on 15 mission critical under performing employed providers to improve ramp up to productivity goals. Providers were a mix of specialists and primary care.

Benefits/Goals
Improve the average time it takes providers to break even from current average time frame of 24 months, ensure productivity trajectory is on track, engage provider relations and improve new revenue generation.

Overview:

The Doctivity platform is an insurance policy for physicians. Our data analytics allow our clients to easily optimize new providers and currently employed, under performing physicians. Doctivity delivers the right business analysis needed to solve the most common and complex challenges all healthcare organizations face. Through our dashboards, clients are able to measure and track economic returns and new revenues. Through Doctivity's individualized provider dashboards, scorecards and reporting, our clients know within minutes what the barriers to performance improvement are and what actions need to be taken to pivot for successful outcomes.

Who Benefits from Doctivity:
- Executive Leadership
- Service Line Leaders
- Operations Management
- Business Strategy and Planning
- Provider Relations & Providers

Doctivity delivers a more efficient way of doing business through Doctivity's unique mix of client data, specific market data and other proprietary data feeds. Our algorithms allow for precise analytical reporting so our clients can execute performance improvement and business development plans.

Challenge

To expedite the profitability of newly hired physicians and solve slow ramp up of under performing employed physicians.

Solution

Doctivity platform was engaged to ramp up and improve provider productivity goals.

Doctivity In Action

Once Doctivity analysis was completed, strategic performance improvement and business development plans were created based on individual provider-specific KPIs, case mix analysis, referral outmigration, referral targets, unique new patient numbers, market dynamics, competition analysis and financial reporting.

The Results

Once Doctivity analysis was completed:

strategic performance improvement and business development plans were created based on individual provider-specific KPIs, case mix analysis, referral outmigration, referral targets, unique new patient numbers, market dynamics, competition analysis and financial reporting.

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