

30 DAY RAPID ASSESSMENT

Get the direction you need
to unlock the potential of
your ambulatory enterprise.

ECG'S RAPID ASSESSMENT
HELPS AMBULATORY
LEADERS QUICKLY RESPOND
TO THESE QUESTIONS:

- ? How is my ambulatory enterprise doing compared with others in the market?
- ? How does my ambulatory care model compare with best practice?
- ? Is my physician enterprise prepared for virtual care delivery?
- ? Where should I direct resources to improve performance?

96%

OF ALL PATIENT ENCOUNTERS WITH COMMUNITY HOSPITALS
HAPPEN IN OUTPATIENT SETTINGS.

Over the past decade, health system–owned ambulatory enterprises have evolved in response to growing costs, stagnant payer reimbursement, and a strong industry preference for outpatient care. Organizations that have removed long-standing barriers between their ambulatory and inpatient settings have been able to target key opportunity areas and maximize the value generated for patients, physicians, and health systems.



CONSUMER EXPERIENCE

- Access to care
- Simplified patient journey
- Entry point to the health system



CARE DELIVERY

- Physician partnership
- Clinical standards development
- Virtual care delivery



FINANCIAL DISCIPLINE

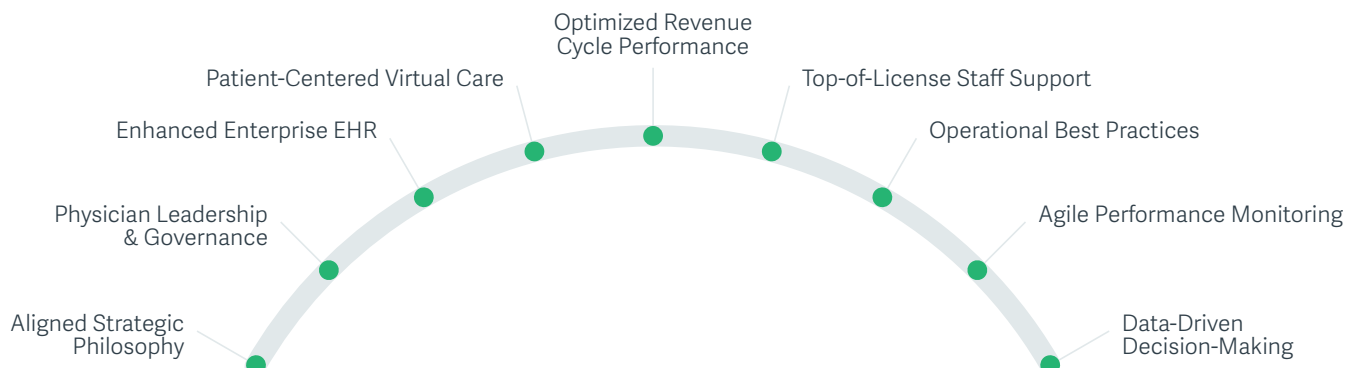
- Payer contracting strategy
- Price transparency
- Aligned physician/hospital incentives



MARKET PRESENCE

- Network development
- Recognizable brand and common approach
- Community partnerships

To achieve success, organizations must embrace a culture of continuous improvement and align clinical and business operations with a focused ambulatory enterprise strategy.



How It Works

ECG'S 30 DAY RAPID ASSESSMENT TOOL PROVIDES A HIGH-VALUE, LOW-COST SOLUTION TO QUICKLY AND OBJECTIVELY IDENTIFY HIGH-IMPACT AREAS OF FINANCIAL AND OPERATIONAL IMPROVEMENT.

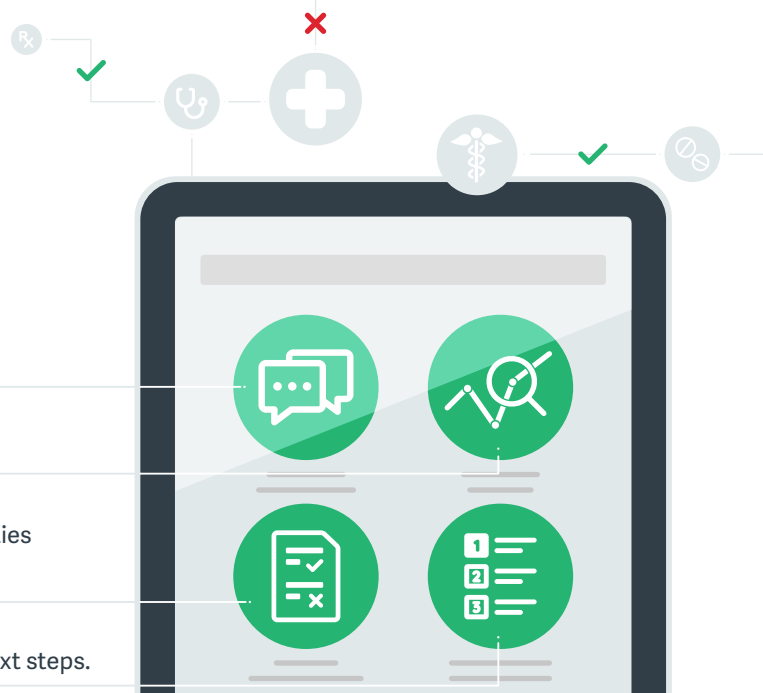
Our 30-day analysis includes:

Stakeholder interviews to identify key areas of concern.

Quantitative analysis to benchmark performance.

Comprehensive practice assessment to identify opportunities for cost reduction and revenue/practice growth.

Prioritization of opportunities with strategic and tactical next steps.



What Is the Size of Your Next Opportunity?

ECG'S RAPID ASSESSMENT HAS IDENTIFIED MILLIONS OF DOLLARS IN COST-SAVING AND REVENUE-GENERATING OPPORTUNITIES FOR CLIENTS. SAMPLE RESULTS INCLUDE:

 **\$3.2M**

in recurring profit enhancement through improved financial clearance and patient collection policies, procedures, and workflow redesign to reduce bad debt, avoidable adjustment write-offs, and outstanding accounts receivables

 **\$1M**

in revenue opportunity and improved patient access by standardizing new patient appointment best practices and scheduling rules


 **\$1.4M**

in annual staffing expense improvements by adopting a standardized staffing model with consistent workflows across the physician enterprise

 **50%**

An average of 50% improvement in exam room capacity based on best practice scheduling tactics that enable provider growth without adding overhead costs

CONTACT US

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