

# Independent GI group gains \$300,000 increase in additional revenue from fee-for-service revenue within first month



**CASE STUDY:** SE Healthcare's *Physician Empowerment™ Suite* data helps practice enhance reimbursement



## THE CHALLENGE:

An independent GI group with 20 physicians had a relative lock on the local GI marketplace. The practice had stopped measuring performance because the competition was limited which caused them to slip into a comfort zone, not realizing they were missing out on potential additional revenue.

The practice's fee-for-service contracts had not been updated in seven years. As a result, revenue was stagnant, and the practice was missing out on significant revenue enhancement opportunities.



## THE SOLUTION:

Through SE Healthcare's Physician Empowerment™ Suite, the practice was able to gather credible, robust, GI-specific data on patient experience, patient engagement, clinical effectiveness in quality and safety, and cost efficiency.

Armed with this data, the practice opened negotiations with payers, leading to the following enhancements:

- **Generation of an additional \$300,000 in annual revenue**
- **Ability to initiate value-based reimbursement negotiations with payers**
- **Building the foundation for bundled payment, and shared savings program development**



## THE PHYSICIAN EMPOWERMENT™ SUITE

Empowering healthcare providers through data analytics by measuring critical performance metrics to drive improvement and growth.

### The Physician Empowerment™ Suite Difference:

- Unique questions and content carefully formulated by healthcare thought leaders
- Simple, easy-to-use, affordable platform to enhance user experience
- Real-time, actionable insights to improve your decision making
- Specialty-specific to gather the data that matters most
- Credible data beyond the basics to also focus on critical topics like physician burnout, reimbursement, and patient engagement