

Orthopedic and Spine Practice Achieves Greater Than 50% Increase in Reimbursement



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



THE CHALLENGE:

18-provider, independent orthopedic and spine practice was facing significant competition from a more dominant, local orthopedic group. The group dabbled in CMS bundle payments but saw no true ROI from their efforts. Financially, the group was stagnant.

The practice was not measuring clinical effectiveness or patient experience. Thus, they had no legitimate way to prove the value of the services provided by their physicians



THE SOLUTION:

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

Armed with this data, the practice made significant changes leading to the following enhancements:

- **Increase in the volume of referrals**
- **A greater than 50% increase in reimbursement for joint replacements by opening negotiation with payers in upside-only shared savings**
- **Developed program to achieve zero adverse outcomes through measuring and monitoring**



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