DO YOU KNOW WHERE YOUR PATIENTS ARE?

Out-of-network referrals steer patients and revenue from your physician network, costing millions. Failing to address patient leakage can result in lower quality care, overutilization and higher costs.

4 Reasons to Stop Patient Leakage

1. **BUILD LOYALTY**
   - Up to 65% of patient care goes out-of-network.¹
   - Leveraging data analytics can help you identify which services are not offered within the network to gain insight into network development opportunities.

2. **DRIVE GROWTH**
   - $1.45 million is the average net revenue full-time physicians bring to affiliated hospitals.²
   - Keeping patients in-network is key to revenue growth. Assessing leakage drivers by service line, procedure groups, provider practices and location helps determine an effective provider engagement strategy.

3. **IMPROVE PATIENT OUTCOMES**
   - $8 billion of Medicare waste is lost annually to unnecessary medical tests and procedures.³
   - Care coordination suffers when patients go out-of-network, leading to poorer outcomes, increased readmissions, redundant lab tests and higher costs.

4. **RECOVER LOST REVENUE**
   - $20 billion is lost annually to patient leakage.⁴
   - A critical piece to achieving strategic growth is determining your annual revenue losses due to patient leakage.

Top 5 Reasons Leakage is Happening⁵:

1. Distance and geography
2. Poor service
3. Limited office hours
4. Provider/patient preference
5. Lack of provider awareness

Solution: Advanced Analytics

Get a clear view of network leakage, so you can increase efficiency and better manage patients.

**PATIENT RETENTION**
- Understand referral patterns
- Educate providers to make more informed referral choices

**NETWORK OPTIMIZATION**
- Identify leakage drivers by service line and provider
- Capture disparate data in one community-wide system

**GROWTH PLANNING**
- Quantify revenue losses by type
- Illuminate insights through powerful graphics

Explore SmartNetworks℠ shows you what you couldn’t see before, so you can make smarter decisions. To learn how Explore SmartNetworks℠ can help you keep more patients in network, contact us at info@medicity.com or visit www.medicity.com.

² Source: Merritt Hawkins 2013 Physician Inpatient/Outpatient Revenue Survey
³ http://www.forbes.com/sites/peterubel/2014/11/18/found-billion-of-wasted-medicare-dollars/#53e7ab8e73fb
⁴ Estimate of collective lost revenue across hospitals / health systems. Top procedures include: Neurosurgery, Oncology, Cardiology, Orthopedics, General Surgery and OBGYN Urology. Assumes ~$5M in leakage from each hospital. Total figure includes 3,928 private community hospitals.
⁵ http://jama.jamanetwork.com/article.aspx?articleid=200289

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