

PMG's services extend beyond traditional billing and claims management. PMG's extensive value-add advisory services and analytics enable higher fees and sticky customer relationships.

Situation	PMG Actions	Results
<ul style="list-style-type: none"> • Large Medical Center <ul style="list-style-type: none"> • 47 MDs (7 locums) • 23 CRNAs • Multiple Anesthesia Staffing & Quality Issues <ul style="list-style-type: none"> • Poor leadership • High turnover • MD heavy • Poor compensation • Poor relationship with hospital administration / surgeons / nursing • Dissent in practice (private group) <ul style="list-style-type: none"> • No resident retainment • Understaffed • PMG brought in for a consulting project. Hospital wanted PMG to start new practice. 	<ul style="list-style-type: none"> • PMG / physician board engagement • Terminated president / chair • Recruited new chair • Formed joint venture with existing strong clinical leaders • Negotiated increased stipend • Converted to a care team model (more efficient). • Expanded service - 2 ASCs outside of hospital and 2 new hospitals 	<ul style="list-style-type: none"> • Exceptional new leadership • Invigorated residency program - first time residents joining group • Stipend increased \$3MM to \$7.1MM • Income per shareholder doubled • Hired / Replaced: <ul style="list-style-type: none"> • 19 MDs (47 MDs) • 23 CRNAs (45 CRNAs) • Excellent relationship with hospital administration • Anesthesia revenues have increased \$4.5MM

Case Study: Academic Medical Center Anesthesia Practice



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