

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"> Hospital threatening to terminate anesthesia contract MD income declining High CRNA turnover Unable to recruit quality MDs and CRNAs Unhappy with former practice management Approached PMG at symposium presentation on practice management <ul style="list-style-type: none"> Contracted with PMG 	<ul style="list-style-type: none"> Three year initial contract with PMG (since extended for five year term at increased fee) Hospital contract with stipend Added new sites of service outside of the hospital Re-negotiated BC/BS and other payor contracts Negotiated comprehensive pain co-management agreement with hospital and hospital contract extension for anesthesia 	<ul style="list-style-type: none"> Stipend of \$900K Increased \$872K revenue (13% in first year) and 53% in 2014 Partners income increased 28% in first year, and 100% in 2014 Negotiated extension with hospital Recruited CRNAs; fully staffed without locums Assisted group in successful suit against former management company



Case Study: Private Anesthesia Group at Community Hospital

781-407-7771
www.plexusmg.com

