6 CORE

HOSPITAL BENEFITS OF A SURGICALIST PROGRAM





SAMGI
SURGICAL AFFILIATES
MANAGEMENT GROUP





INTRODUCTION

For many hospitals, providing a high standard of emergency surgical care has become a growing challenge. Many facilities try to provide that care without the support of dedicated emergency surgical teams. Instead, they depend on community-based general surgery groups or individual surgeons who have elective practices.

Understandably, those elective procedures are those surgeons' priority. The result is often inconsistent coverage, delayed emergency care and operations, compromised compliance with standard practice guidelines and quality measures, and a low case mix index (CMI). It's the kind of "stuff" that can cause hospital C-suites to lose revenue and sleep as they're forced to send patients to other facilities.

That's why more hospitals are implementing surgicalist programs — contracted surgical teams whose sole focus is providing emergency surgical care to patients presenting with acute and trauma surgical conditions. Unlike locum tenens physicians who fill gaps on a temporary basis, surgicalists provide a long-term, on-site, 24/7/365 high-quality, local solution inside a hospital with the express purpose of providing immediate care for emergency patients.

HERE'S HOW A HOSPITAL BENEFITS

The most obvious benefit of having a comprehensive surgicalist program is the availability of first-rate surgeons and support teams to handle surgical emergencies. A highly skilled, board-certified on-duty surgical team following proven standardized procedures can swiftly intervene and respond to ACS/trauma situations, becoming life-savers to both patient and hospital. But beyond the obvious, here's what a hospital can realize:

1

GROWTH IN EMERGENCY SURGICAL CASE VOLUME

Adding dedicated surgicalists can increase surgical volume.
The availability of high-quality trauma and acute-care surgery programs enables hospitals to create a culture of "yes" — a culture that promotes an increase in the number of patients transferred into the hospital for emergency operations vs. the need for ACS/trauma patients to be transferred out to other facilities for care. Operations are more timely, no longer deferred until on-call, local surgeons are available due to working around their scheduled elective procedures or other conflicts

2

ELIMINATE ED SURGICAL UNDERSTAFFING

Understaffing, a major issue facing hospitals, is amplified in Emergency Departments. This is where having purposefully trained surgicalist teams is critical to filling the gap caused by inconsistent emergency surgery coverage. A top-notch surgicalist team is comprised of highly skilled, motivated and dedicated board-certified or board-eligible surgeons who are supported by equally qualified nurse practitioners and physician assistants. These surgeon-led and -driven teams promote a hospital-wide surgeon culture that's valued within an organization, which often leads to the adoption of more-efficient methodologies introduced by the surgicalist teams.



3 IMPROVED CMI

High-quality surgicalist programs manage patients in accordance with evidence-based guidelines. This reduces variations in care and helps ensure best practices across all surgicalist teams. Standardized care — along with operational procedures that require surgeons to provide documentation supporting the resources patients require — typically leads to significant improvement in CMI. Also, hospitals realize lower total average costs and variable costs per patient due to better management. This can improve operating margins, achieve optimal reimbursement rates, and substantially grow the bottom line.

4 REDUCED MORTALITY RATES

The specialized care provided by surgicalists can reduce mortality rates, along with appreciably reducing the number of readmissions. Fewer readmissions and faster discharge rates not only reduce the risk of patients contracting hospital-acquired infections, but also have significant financial impact.



5 IMPROVED PROFESSIONAL SATISFACTION

Surgicalist programs enable surgeons to strike a balance between their professional and personal lives. For local community surgeons, emergency on-call responsibilities disappear, allowing them to focus on their private practice and personal well-being. For surgicalists, it means predictable time on/time off scheduling and, most important, an exclusive focus on acute care surgery and patient care while the corporate entity handles all the management details. Altogether, the surgicalist model affords a more rewarding work/life balance for all surgeons by promoting a level of professional satisfaction that the traditional emergency surgical model of balancing on-call duties and elective cases simply does not provide.

6 REDUCED LENGTH OF STAY (LOS)

There's a direct correlation between a 24/7/365 surgicalist program and decreases in LOS. The virtual elimination of surgical delays improves quality of care by reducing complication rates and improving patient outcomes. Since emergency patients undergo surgery without delay, hospital throughput typically improves while availability of beds increases. A proven surgicalist methodology manages patients from admission through convalescence, thus minimizing adverse events and enhancing recovery — all of which financially benefits both patient and hospital.

The SAMGI difference

We're SAMGI — Surgical Affiliates Management Group. For over 25 years, we've provided hospitals with dedicated, highly trained board-certified surgeons who provide 24/7/365 on-site trauma and acute care surgery coverage from admission through convalescence. Our proven, turnkey approach to managing patients' surgical procedures has realized documented, peer-reviewed ROI, while optimizing performance, efficiency, revenues — and most important — delivering improved outcomes.

Learn more about how SAMGI is setting the standard for surgicalist performance. Let us show you how your surgical programs can reach their full potential with a proven solution that helps improve patient care and your bottom line.



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