

The Value of Expertise: How Coronis Helped an Anesthesiology Group Secure Fair Pay

This case study analyzes how Coronis Health secured a substantial increase in hospital subsidy for a group exceeding 100 anesthesiologists in the Southwest region. The negotiation fortified the group's financial stability and enhanced their ability to recruit and retain top talent.

The Problem:

Insufficient Subsidy:

- The annual subsidy provided by the hospital is inadequate.
- This hinders the group's ability to offer market-competitive compensation for their anesthesiologists.
- Consequently, recruitment and retention of qualified talent becomes difficult.



The Solution:

- **Profitability Analysis:** Understanding the true value a provider brings to a hospital, considering revenue generation, operational costs and market conditions.
- **Data-Driven Proposal:** Prepared a detailed analysis outlining the group's scope of work, OR utilization and manpower requirements.
- **Negotiation Support:** Participated in on-site meetings and negotiations with hospital leadership presenting compelling data and pro forma projections.

- **Operational Efficiency:** Coronis Health identified OR inefficiencies, enabling the hospital to reduce service sites, retain staff and cut costs.

The Results:

- **Financial Security:** Doubled annual subsidy, empowering the group with vital financial backing for competitive compensation and sustainable growth.
- **Adaptive Pricing:** Secured advantageous hourly and daily rates for services performed over and above the anesthesia service agreement.
- **Strengthened Talent Pool:** Enhanced financial stability attracted top anesthesiologists, strengthening the team and improving patient care.

Key Takeaways:

- **Data-Driven Advocacy:** Utilizing data and analytics to present a compelling case for increased compensation.
- **Expert Negotiation Support:** Partnering with an RCM company with experience in hospital contract negotiations.
- **Profitability Analysis:** Understanding the true value a provider brings to a hospital, considering both revenue generation and operational costs.
- **Long-Term Partnership:** Developing a strong relationship with hospital partners to ensure mutually beneficial agreements.

Contact Us:

- **833.240.2493**
Call Us
- **CoronisHealth.com**
Visit Our Website
- **sales@coronishealth.com**
Email Us