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.
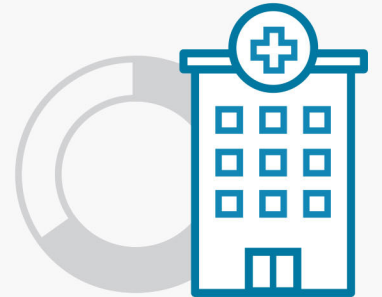
4 Reasons to Stop Patient Leakage

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.
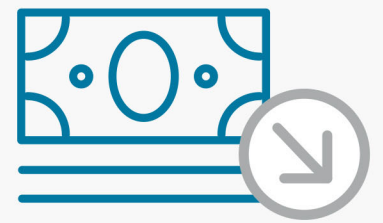
4 **RECOVER LOST REVENUE**

$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 Happening[5]:

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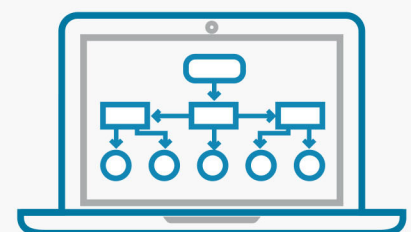
PATIENT RETENTION
- Understand referral patterns
- Educate providers to make more informed referral choices

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

SmartNetworks shows you what you couldn't see before, so you can make smarter decisions. To learn how SmartNetworks can help you keep more patients in network, contact us at **sales@hdms.com** or visit **www.hdms.com**

[1] http://e-caremanagement.com/patient-leakage-rethinking-two-field-of-dreams-assumptions-about-acos/, [2] Source: Merritt Hawkins 2013 Physician Inpatient/Outpatient Revenue Survey, [3]http://www.forbes.com/sites/peterubel/2014/11/18/found-billions-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 Ob/GYM 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