



Meet Rene

Rene is an executive leader at Springhill Medical Center, a 263-bed acute care hospital in Mobile, Alabama. He's been in service there for a decade, with another 15 years prior experience serving in a progression of other hospital leadership roles. Rene likes Springhill because, as he puts it, "There's never a dull moment. The variety is exciting."



And that brings us to the story at hand. Rene had a problem. This particular "problem" was actually part opportunity, part problem. There was an increasing demand for surgery in the community. It needed to be captured and serviced. After all, they weren't the only hospital in town.

Physician engagement was a critical requirement for success. One area that was not particularly ready for the growing demand was anesthesiology. The physicians themselves were in fact delivering high quality care. But that wasn't going to be enough on its own.

The Problem

As is common in healthcare, Anesthesiology requires unique partnership between an outsourced practice and the hospital. The former management company struggled with effectively managing the variables common in anesthesia like scheduling. Rene had reasonable concerns about how they would be able to effectively pivot and manage increasing demand.

Additionally, it was difficult to get an accurate, or even somewhat forecastable, read on the financial aspects of the partnership, pre-growth. Transparency in that cost was unobtainable, but necessary because of the unique nature of the local market. With one of the lowest Medicare wage indexes in the region, competing for talent was hard. Rene believed transparency helps both the hospital and the management company find an equitable financial arrangement.

Rene was at an impasse. How could he and the team effectively build on a good core group of physicians to grow the business?

Enter Epix Healthcare

Rene and the leadership team sat down with Dr. Tim Adams, CMO and the Epix Team. Rene shared the details of their vision, strategy, and the identifiable gaps in operational efficiency, cost, and culture. Tim in turn shared some relevant experiences of which Rene and his team could identify.

Then they discussed both the results and fundamental priorities of best practice Anesthesia management that would support their vision for growth.

They included:

- Higher OR efficiency - including fewer delays and case cancellations
- Better staff communication
- Better financial performance
- Better patient satisfaction rates
- Quality patient outcomes

The path to those results is grounded in three fundamental priorities:

- Development of the local team and culture
- Financial transparency
- Systems support scale

With Epix as a partner, Rene and his team were poised to execute against their vision for growth in surgery. And grow they did. Not only are they still achieving substantial gains across all five results, the cost of Anesthesia is considered an investment cost. Hospital case volume is up 21% year over year. The culture is thriving, and the surgeons greatly value their anesthesia partners in the OR.

“We all know the challenges in doing good Anesthesia. I would tackle all of them with EPIX over anyone else. They have all the right tools and people.”

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