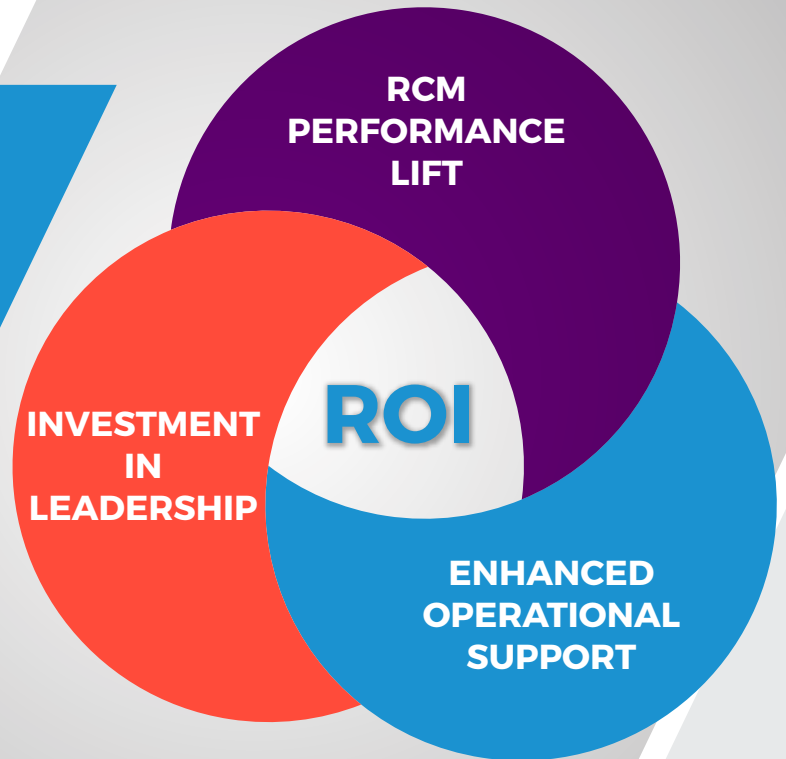


CASE STUDY

FINANCIAL IMPROVEMENT

Not-for-profit health system partners with ApolloMD and experiences immediate financial improvement and reinvestment in the practice



BACKGROUND

In 2019, ApolloMD began coverage of four EDs within a not-for-profit community system. The four EDs were previously covered by three separate groups.

IMPLEMENTATION

- Subsidies of over \$1M were eliminated, primarily through increased in-network pro-fee collections that were more than \$1.7M above prior levels
- On-site annual leadership stipends increased by \$150,000
- Increased investment in non-clinical operational support for the practices by over \$450,000 per year
- Completed national search for new system medical director (Started in January 2020)
- Recruited 29 new physicians & 25 new APCs into system

RESULTS

ED volume across the system increased by over 10K visits (9.4%) from prior year

Increased physician & APC leader engagement across all sites

Patient experience scores for all 4 EDs increased from contract inception through end of 2019 in key areas, including:

- Overall rating
- Doctor kept patient informed
- Doctor took time to listen
- Doctor courtesy and helpfulness

Facility	System	ED1	ED2	ED3	ED4
	High Quality NFP Community System	Low Acuity Strong Mix	High Acuity Moderate Mix	Mid Acuity Low Mix	Mid Acuity Moderate Mix
Prior Group	Annual	Local	Local	National	Regional
Billable Encounters	113,928	18,737	30,257	33,195	31,739
Prior Practice Expenses:					
Physician Compensation	\$ 9,015,500	\$ 2,058,600	\$ 2,058,600	\$ 2,401,700	\$ 2,496,600
APC Compensation	\$ 2,835,086	\$ 365,818	\$ 792,605	\$ 914,544	\$ 762,120
Leadership Stipends	\$ 294,000	\$ 30,000	\$ 60,000	\$ 144,000	\$ 60,000
Malpractice and Tail Coverage	\$ 508,404	\$ 83,614	\$ 135,022	\$ 148,133	\$ 141,635
Billing & Other Operating*	\$ 1,284,586	\$ 220,834	\$ 330,324	\$ 477,135	\$ 256,292
Estimated Practice Expenses	\$ 13,937,576	\$ 2,758,865	\$ 3,376,551	\$ 4,085,512	\$ 3,716,648
Revenue:					
Historical Revenue - Legacy Group RCM	\$ 14,081,822	\$ 2,944,452	\$ 4,404,325	\$ 3,717,840	\$ 3,015,205
ApolloMD RCM Performance	\$ 15,811,915	\$ 2,997,920	\$ 4,538,550	\$ 4,149,375	\$ 4,126,070
ApolloMD RCM Lift	\$ 1,730,093	\$ 53,468	\$ 134,225	\$ 431,535	\$ 1,110,865
AMD On-site Leadership Stipend Increase	\$ 150,000	\$ 48,000	\$ 54,000	\$ 6,000	\$ 42,000
AMD Billing & Overhead Investment/Increase**	\$ 455,515	\$ 99,716	\$ 151,824	\$ -	\$ 203,975
Prior Hospital Subsidies (Eliminated)	\$ (1,069,114)	\$ -	\$ -	\$ (367,672)	\$ (701,443)
Assumptions					
*Previous billing expenses as a percentage of revenue estimated as follows: Local 7.5%; Regional 8.5%; National @ 11.5%					
**Billing & Overhead Investment represents value add services: Data Analytics, Regional Support/VPO, Recruiting, Throughput Analysis, Performance Coaching, Patient Experience Support, etc.					

Subsidy Elimination
 +
 Increased Leadership &
 Non-clinical
 Operational Support
 =
**ROI TO SYSTEM OF
 MORE THAN
 \$1.675M PER YEAR**