

# Telehospitalist Business Case and Implementation

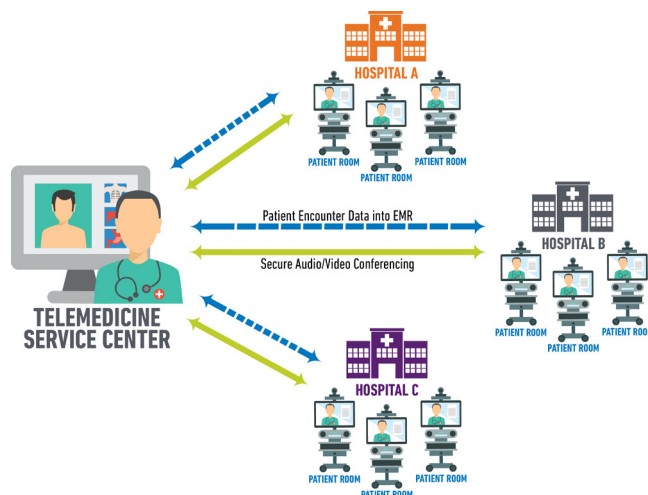
## Challenge

The client was faced with addressing several market challenges on behalf of their Hospital Medicine clients, including shortage of available HM physicians and the challenging reimbursement environment within hospital medicine. Their goal was to address the industry challenges by offering new innovative services to better meet their own clients' needs, expand market share and improve the economics for both the company and their hospital facilities.

## Solution

We provided services that helped launch a game-changing Telehospitalist solution for the Schumacher Clinical Partners. This solution provides a more cost-effective service model for their organization, which then allows SCP to reduce their client costs associated with subsidy payments. Our services included the following:

- Developing a comprehensive strategy and business plan for a national Telehospitalist program
- Providing a service line design that included development of clinical, technical, operating, and financial models for each service line
- Performing an accelerated vendor selection process
- Building and deploying the Telehospitalist solution at the first client facility (currently in process). This deployment includes two hospitals being supported by a central, Telehospitalist service center located at their headquarters



## About the Client:

- A national service provider servicing hospitals and health systems throughout the U.S. in the areas of Emergency Medicine, Hospital Medicine, Advisory Services and Medical Billing services
- Partners with over 5,200 providers, combined with their subsidiary, to help treat more than 6 million patients annually

Contact us for information on how we can help you reach your goals.

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