

*Revenue Cycle Management, Reimagined*

## Improving Quality to Attract Top Talent and Increase Revenue

How Coronis Health Transformed a Large Academic Center's Anesthesia Division

**\$4.5M**

Increase in Revenue

**\$4.1M**

Stipend Increase

**23**

New CRNAs Hired

### Coronis Quick Facts

- A large academic medical center encountered several staffing and practice management challenges that prevented the facility from attracting new residents.
- From poor leadership and low compensation to high staff turnover and stagnant revenue, the medical center knew it was time to make a change.
- The medical center's leadership team reached out to Coronis Health for guidance and quickly saw increasing revenue, new residents, and quality staff.

### Story

A large medical center was facing multiple anesthesia staffing and quality issues, resulting in high turnover, poor leadership, and dissatisfaction among the anesthesia team. The center had 47 physicians, seven of whom were locums (temporary employees), and 23 certified registered nurse anesthetists (CRNAs). With poor compensation, a heavy focus on physicians, and poor relationships with the hospital administration, surgeons, and nursing staff, the medical center struggled to attract and retain new residents.

The leadership team became frustrated with the center's lack of direction and insufficient management. Looking for a fresh perspective and quality experience in revenue cycle and practice management, the large medical center turned to Coronis Health for a consulting project.

## Testimonials

*"Coronis Health's Expertise and guidance have elevated our Anesthesia division to new heights, bringing about positive change in areas ranging from leadership and compensation to increased revenues and better relationships with our hospital administration. Coronis has truly been a driving force behind our success, and we are proud to have them as a valued partner."*

**- Large Academic Medical Center CEO**

*"We are thrilled to have been a part of the success of this large academic medical center and their anesthesia division. Our goal is always to partner with our clients to bring about meaningful, lasting change that drives growth and improved patient care. It is gratifying to see these efforts pay off in such a significant way."*

**- Tony Mira, CEO of Coronis Health**

## Solution

Coronis engaged with the clinical leaders and took several steps to turn the situation around. The terminated the president and chair and recruited a new chair, formed a joint venture with existing strong clinical leaders, negotiated an increased stipend, and converted to a care team model to improve efficiency. Coronis also expanded the services to include two ambulatory surgery centers (ASCs) outside the hospital and two new hospitals.

The results of Coronis Health's partnership with the medical center were remarkable. The center saw exceptional new leadership, with an invigorated residency program that was attracting new residents. The stipend increased from \$3M to \$7.1M, and the income per shareholder doubled. Coronis and the leadership team replaced and hired 19 physicians (bringing the total to 47) and 23 new CRNAs (bringing the total to 45), and the anesthesia revenues increased by \$4.5M. The medical center also enjoyed an excellent relationship with the hospital administration.

The large medical center's partnership with Coronis resulted in a complete transformation of their anesthesia services. Coronis' efforts to address the challenges faced by the anesthesia division resulted in increased stipends, income per shareholder, revenues, and expanded services.

