AmplifyMD

VIRTUAL SPECIALTY CARE PROGRAMS
SOLVE STAFFING CHALLENGES & DRIVE REVENUE

CHALLENGE

A 116-bed hospital in the Midwest faced a major challenge in recruiting and retaining specialists, specifically for Infectious Disease (ID) and Hematology/Oncology.

This impacted the medical team's ability to provide effective care for higher-acuity patients, resulting in frequent transfers to tertiary centers miles away. The ripple effects on the community included higher healthcare costs for patients, added burden on families, and fewer revenue opportunities for the hospital.

To address these issues and provide better support to existing medical teams, **the hospital was in urgent need of a solution to its specialist staffing challenges.**

SOLUTION

In 2021, the hospital partnered with AmplifyMD to quickly and affordably solve its specialist staffing challenges with seamlessly integrated virtual care.
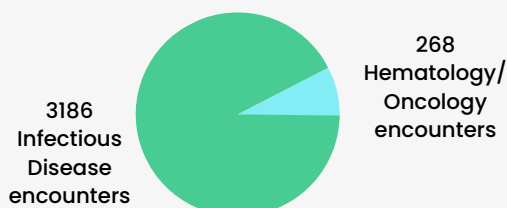
🦠 Virtual Infectious Disease Program
💧 Virtual Hematology/Oncology Program

Since then, thousands of patients have benefited from specialist services, and the hospital has seen tremendous benefits, both clinically and financially.

Program requirements

- Increase specialty support for the hospital's physicians and nursing staff

- Provide the community with a broader range of specialty services

- Oversee ID and Heme/Onc resident rotations and provide appropriate resident didactics, training, and education

- Reduce the number of patients transferred to other facilities

- Increase revenue opportunities

3,454

AmplifyMD virtual specialty care encounters since August 2021

3186 Infectious Disease encounters

268 Hematology/Oncology encounters

❝ AmplifyMD physicians have become trusted members of our medical staff. The virtual care they provide helps us retain more patients, reduce unnecessary utilization of resources, and provide a higher level of care to our community.

– Chief Medical Officer

DEMONSTRATED RESULTS

14x return on investment

The partnership with AmplifyMD continues to reap benefits for the hospital by reducing patient leakage and the associated loss of revenue while **continuously driving a meaningful ROI.**

Outcomes for the last 12 months

$5.95M
Increased revenue opportunity

81%
Patients with consult avoided a transfer

2.16
CMI - compared to overall hospital CMI of 1.48

13%
Patient census touched

PROGRAM EXPANSION

🩺 Outpatient Clinics

Based on the success of the inpatient programs, the hospital initiated virtual ID and Heme/Onc outpatient clinics at the end of 2022.

The virtual clinics are improving outcomes and continuity of care for patients post-discharge and giving patients in the community access to specialty services previously unavailable locally.

> Now we can discharge more timely with a care plan that includes local follow-up appointments. We've improved continuity of care, and our patients are thrilled with the convenience of these programs.
>
> –Hospitalist Medical Director

About AmplifyMD

AmplifyMD is a seamlessly integrated virtual care solution connecting hospitals, clinics, and medical facilities to a network of leading specialist providers practicing in 15+ fields. The company provides both the clinical team and the virtual care platform to deliver streamlined virtual specialty care across inpatient and outpatient settings.

BETTER ACCESS. BETTER OUTCOMES. | AmplifyMD.com