

How ED TeleCardiology reduced transfers and created net-new value for a California community hospital

88%

Patients with ED
TeleCardiology consults
avoided a transfer

\$7.76M

Annualized net-new
inpatient value
generated

34x

Return on investment
(ROI) achieved while
keeping patients local

Challenge

A nonprofit community hospital in California did not have local cardiology coverage to support its emergency department (ED). As a result, **the hospital routinely transferred out patients presenting with cardiology symptoms** instead of evaluating them locally.

This created a recurring pattern of **avoidable transfers, lost admissions, and significant revenue leakage** from patients who could otherwise have remained in the community for care. Without this vital service, patients and families often incurred the added stress and expense of being transferred to larger facilities 30+ minutes away.

Solution

Partnering with AmplifyMD for:
**ED TeleCardiology coverage, including EKG reads
and echocardiogram interpretations**

Outcomes

The hospital could assess and treat the majority of cardiology patients onsite, resulting in:

- ✓ **Faster disposition decisions and treatment**
- ✓ **Significant reduction in avoidable transfers**
- ✓ **Net-new admissions and revenue generated**
- ✓ **Improved access to services locally**



These services have made a huge difference for our patients and our ED staff, and have prevented hundreds of transfers."

-Hospital CMO

One patient a day can change the economics

This program demonstrates how even low-volume specialty coverage can produce outsized financial returns when it keeps the right patients local. By evaluating an average of one ED cardiology patient per day, the hospital created hundreds of annualized local admissions and millions in net-new inpatient revenue.

Average unique patients treated per day	1.1
Monthly inpatient revenue retained	\$647K
Annualized inpatient revenue generated	\$7.76M



Triage in the ED

AmplifyMD's TeleCardiologists quickly distinguished between patients who required transfer — such as STEMI cases needing higher-level interventional care — and patients who could be evaluated and managed locally, including NSTEMI and other non-STEMI presentations.

Through EKG reads, clinical assessment, and echocardiogram interpretation, the cardiology team helped guide ED triage, admission decisions, and ongoing care planning.

With on-demand cardiology support, the hospital retained clinically appropriate admissions that previously would have been transferred — **improving patient access while capturing meaningful revenue.**

ED TeleCardiology coverage keeps patients local

If cardiology coverage gaps are driving avoidable ED transfers, lost admissions, or patient leakage, **AmplifyMD can help you evaluate how TeleCardiology coverage could help.**

- Expert cardiology coverage from board-certified specialists
- Comprehensive ED and inpatient services
- Echocardiogram interpretations
- EKG reads

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