

# The Benefits of Partnering with a Hospitalist Group

According to a report published by the American Hospital Association, the median margin for hospitals in the U.S. before the pandemic was just 3.5%.<sup>1</sup> In March of 2022, that number had decreased to an astounding -2.43%.<sup>2</sup> While patient volumes and revenue have started to rebound, hospitals are facing another problem that has considerable impact on their bottom line: physician burnout. Although clinician burnout was a challenge prior to 2020, the pandemic has only exacerbated the problem. Today, nearly 30% of clinicians report that they have considered leaving healthcare altogether due to burnout.<sup>3</sup>

These challenges, along with a growing physician shortage, could negatively impact the long road to post-pandemic recovery. Partnering with a hospitalist group can help.

## COLLABORATIVE CARE MODEL

The University of Maryland Baltimore Washington Medical Center (BWMC) is home to leading-edge technology, nationally recognized quality, personalized service and outstanding people. BWMC needed a way to improve workflows, enhance safety, and improve patient satisfaction scores. They chose to partner with Adfinitas Health for its reputation of providing exceptional hospital management and high-quality physicians and hospitalists.

With Adfinitas Health, BWMC was able to make significant improvements:



- Achieved mortality “observe to expect ratio” of 0.46



- Had fewer than one case of clostridium difficile per month, only two catheter-associated UTIs, and two central line-associated bloodstream infections YTD



- Increased patient satisfaction scores



- Reached threshold level for two departments and benchmarks for three departments within a single month with Adfinitas Health



- Implemented IDT rounding, a room-to-room process that includes the patient, family, provider, nurse, clinical pharmacist, and chart nurse



- Integrated existing team of physicians with Adfinitas Health, 80% of existing physicians accepted

## INNOVATION

Clinton Memorial Hospital (CMH) is a 141-bed hospital in Wilmington, Ohio. After partnering with Adfinitas Health, CMH saw improvements right away, especially in its interdisciplinary team (IDT) rounding strategy.



**“We’ve seen firsthand that a well-run, efficient IDT model greatly improves the patient care environment, quality of care, and the bottom line—something our previous partner didn’t recognize.”**

Dr. Brian Santin,  
Vascular surgeon and Chief Medical Officer at Clinton Memorial Hospital

## CARE ACROSS THE CONTINUUM

With Adfinitas Health, hospitals receive consistent, high-quality care through continual communications with your hospital staff, and your patients and their families. We achieve this through the following:

- 24-hour care coordination with primary care physicians, case managers, nurses, patients, and families
- Peer-reviewed clinical pathways for consistent, effective care
- Clinical chart audits and documentation reviews of our medical staff
- Multidisciplinary rounding and bed huddles to ensure accurate tracking of patient progress
- Review of the condition, treatment protocols, and discharge instructions with patients and family members to promote adherence to care plans and ongoing progress post-discharge
- Compliance monitoring and transparent results via formal programs:
  - o Rapid Cycle Feedback (HIPAA-compliant electronic chart auditing and management)
  - o Adfinitas Connects (CMS-compliant patient post-discharge communications tool)



Learn more about Adfinitas Health by visiting [www.AdfinitasHealth.com](http://www.AdfinitasHealth.com).

**“With Adfinitas Health, we have stabilized our turnover among providers, and our stakeholders remain positively engaged in our hospital and its operation. They possess a depth of providers that are well developed at the medical director level, a key component for the hospitalist service. By partnering with Adfinitas Health, we can transition to population health management and modify our financial incentives under a global cap budget. It has been a very positive experience for us.”**

James J. Xinis,  
former President & CEO, Calvert Memorial Hospital

### SOURCES

<sup>1</sup> <https://www.aha.org/system/files/media/file/2021/03/Kaufman-Hall-2021-Margins-Report-final.pdf>

<sup>2</sup> <https://www.beckershospitalreview.com/finance/a-long-road-ahead-hospital-operating-margins-negative-for-3rd-month.html>

<sup>3</sup> <https://www.washingtonpost.com/health/2021/04/22/health-workers-covid-quit/>