

Facility

Rural Critical Access Hospital
Community of 1,100
Closest metro area (town of 200,000) 200 miles away

Staffing

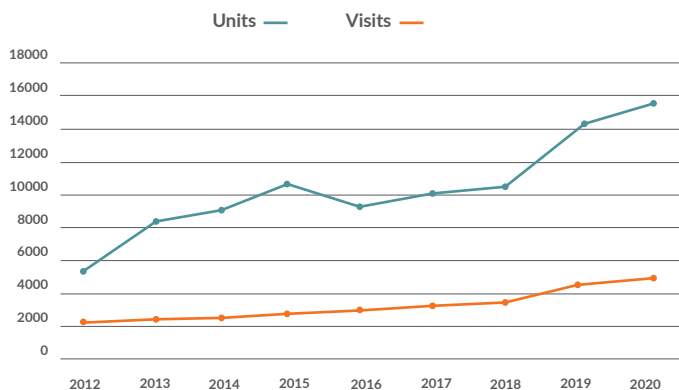
	Year One	Current
PT	1	2
PTA	0	2
PRN PT	0	1

Within the first year, RehabVisions was able to hire a local physical therapist, who was a new grad. Even though she was the only therapist in the hospital at the time, she felt confident taking the job because of our operational support and network of therapists across the company. Since then, our reputation and the continued support network has attracted additional tenured professionals.

Training/Development

Over the years RehabVisions increased the scope of the department's practice and they now serve all patient populations from pediatrics to geriatrics. They have improved their skill set through continuing education.

Unit and Visit Performance



Expenses

During this time, the team continued to cut costs. The cost-to-charge ratio has significantly dropped from 1.0472 to .6524.

Compliance

- Assisted in the implementation of CMS and HIPAA-compliant EMR
- Hospital Compliance Manager provides onsite training and completes biannual audits
- RehabVisions team works with billing office to minimize denials

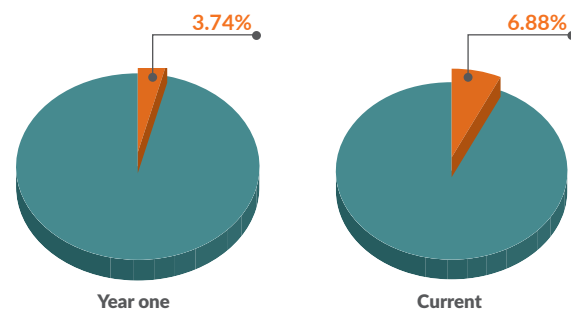
Management

In the beginning, our operations team analyzed the practice for deficiencies and areas of growth. Efficiencies were then created through:

- Scheduling
- Length of treatments
- Utilization of therapists and assistants

The operations director provides regular onsite visits and ongoing support and communication.

Department Revenue



When RehabVisions first contracted with this hospital, revenue represented 3.74 percent of the total hospital revenue. Today, the rehab department represents 6.88 percent of total revenue.

Marketing

- Notification of continuing education, new programs and staff announcements in local press
- Professional photography for hospital marketing
- Custom brochures for marketing to patients and local/regional referral sources
- Online print shop with hospital-branded marketing pieces
- PT, OT and SLP Month promoted