

Business Case Study

**REDUCING COST AND
DRIVING ADDITIONAL
INPATIENT REVENUE:**

Avel eCare Hospitalist Reduces
Unnecessary Patient Transfers and
the Reliance on Expensive Locum
Staffing

*“Without continuous coverage
in our hospital by providers,
we saw many patients sent
on to the neighboring larger
facility. This further erodes
not only our bottom line,
but the community’s care
expectations of our facility and
our on-site team’s confidence
in caring for higher acuity
patients”*



**THE PROBLEM: ACCESS TO
HOSPITALISTS**

Hospitals struggle to find quality, affordable clinical staffing to support increasingly complex inpatient care. Hospitalists are in high-demand and costly. Often times, the solution is staffing temporary, expensive locum clinicians and a high patient transfer rate. This creates unsustainable models that are forcing many hospitals around the country to close beds or entire wings.

AVEL HOSPITALIST IMPACT

\$972,000

additional annual revenue by
transfer reduction

\$936,000

estimated annual cost savings
by reduction of locum reliance



THE SOLUTION: AVEL HOSPITALIST REDUCES UNNECESSARY TRANSFERS AND ALLOWS FOR GREATER STAFFING FLEXIBILITY

Avel eCare Hospitalist provides 24/7 clinical expertise via telemedicine. Our board-certified Internal Medicine physicians enable higher average daily census, timely patient care, and increased patient revenue to your facility. Our customers are able to adopt a more flexible staffing model that reduces the reliance on expensive locum clinicians, improving financial outcomes, clinical recruitment and retention, and clinical outcomes.

Improve revenues and census by decreasing patient transfers

Reduce staffing costs compared to locum services or under-utilized contract labor

Reduce the need for local bedside and on-call physicians, allowing for more flexible and effective staffing models

THE OUTCOME: WE'RE HERE TO HELP

Avel Hospitalist has provided a **4-5x return on investment** by enabling our customers to drive an **additional annual patient revenue of \$972,000** into the hospital through significant reduction in transfer rates. Additionally, customers have adopted more flexible staffing patterns that have reduced the reliance of locums with an estimated **\$936,000 annual cost savings**. Avel Hospitalist has decreased the need for bedside and on-call physicians, while providing the 24/7 clinical expertise necessary to ensure quality outcomes.

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About Avel eCare: Avel eCare offers the largest and most comprehensive virtual health network in the world, partnering with hospitals, health systems, government entities, schools, senior care communities, and law enforcement and EMS agencies around the country. For more than 30 years, Avel has harnessed the power of its technology-enabled workflows and the strength of its clinical expertise to deliver high-quality virtual care impacting millions of patients. Avel eCare services include behavioral health, crisis care, critical care emergency, EMS, hospitalist, pharmacy, school health, senior care, and specialty clinic.

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