

# Orthopedic Practice Increases Profits by 80%

## A CASE STUDY

The owner of a two-physician orthopedic practice faced a crossroads when his partner announced his retirement. After examining various growth opportunities, and a failed attempt to merge with another group, the physician turned to DoctorsManagement (DM).

DM presented a strategic plan to help the physician achieve his long-term business goals of creating a phenomenal corporate culture while positioning his practice for growth. The plan, which was broken out into manageable steps, ensured that the practice could build a solid infrastructure with clear systems and benchmarks to track results.

### HOW WE DID IT



**PRESENT**  
a strategic plan  
based on values &  
long-term goals



**IMPLEMENT**  
scalable systems  
to optimize  
patient flow



**REMODEL**  
facility to increase  
utilization &  
clinical capacity



**EXPAND**  
service lines,  
exam capacity  
& patient volume



**CULTIVATE**  
a culture that  
rewards excellence  
& productivity



**SIMPLIFY**  
the delivery of  
exemplary  
patient care

### RESULTS


- » Increased profits by 80%
- » Grew practice revenue by 18%
- » Expanded from 4 to 8 providers
- » Improved provider utilization
- » Streamlined clinical operations
- » Improved revenue cycle management
- » Reduced overhead and expenses


More than a decade later the practice continues to grow while the providers and staff deliver exemplary patient care and enjoy a healthy work-life balance.


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 [www.doctors-management.com](http://www.doctors-management.com)

 [info@doctors-management.com](mailto:info@doctors-management.com)