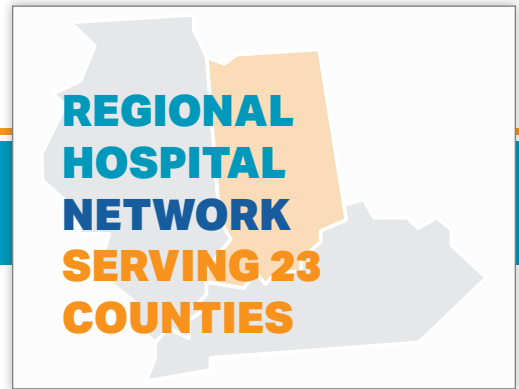


Moving the Needle from Employed to Loyal

Tiller-Hewitt's Physician-Hospital Relations Program overcomes the mistaken assumption that employment will generate strategic growth.

Strategy



REGIONAL HOSPITAL NETWORK
SERVING 23 COUNTIES

Strategic Service Line Growth Teams
Focus on improving access and processes in Radiology, IP Admissions and Surgical Services



Teams include key staff and end users in all areas

Results: Reduced LOS

38%



Decrease in Length of Stay for Specialty Hospital Referrals

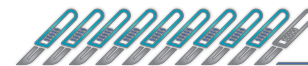
Action



Results: More Efficient Operating Room

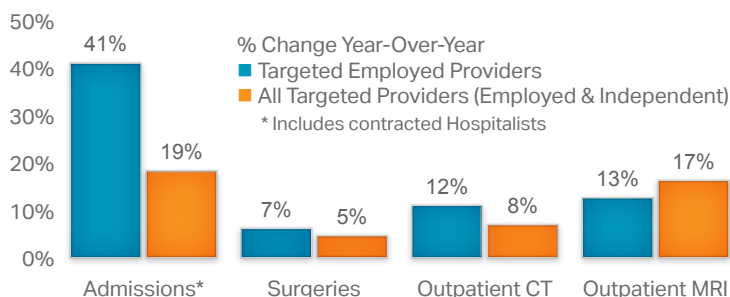
Faster Robotic Turnover Time Improved 18%

On-time Operating Room Starts Increased 20%



Nine Out of 10 Surgeries Underway Within 15 Minutes of Scheduled Start

Results: First-Year Growth in All Targeted Areas



"I have been **VERY IMPRESSED WITH THE RESULTS** from outreach visits to providers. My Oncology program has grown in just 7 months, **TRIPLING THE NUMBER OF PATIENTS** treated at the hospital and **INCREASING THE NUMBER OF CASES I CAN DO IN A DAY BY 50%.**"



Employed Oncologist