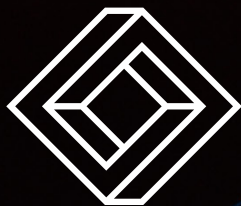


A GUIDE TO SOLVING YOUR

PAIN POINTS

**SOLVENT NETWORKS CAN HELP.
SIGN UP TODAY FOR PAIN POINTS.**

Our e-newsletter that shows how our network of endorsed partners can provide ready-to-deploy solutions for your workforce, financial, operational and compliance challenges.



**SOLVENT
NETWORKS**

A Division of SCHA

MANAGING PHARMA WASTE BY THE (NEW) RULES

Federal regulations intended to keep pharmaceutical waste from entering waterways took effect in 2019. If you're still working to make sure your facility is in full compliance, **Stericycle** can help. Stericycle RX provides clients with a comprehensive formulary to identify what is currently in the pharmacy and how to properly dispose of it, and they have the expertise and resources to manage that waste and ensure compliance.

CHASING WORKERS COMP CLAIMS RECOVERY

The complexities of workers compensation claims can eat up a lot of staff time or lead hospitals to write them off as bad debt, but the team at **Park Dansan** can turn losses into revenue. They're experts at collecting workers compensation reimbursements, so there's no downside to calling them before writing off claims. Lexington Medical Center saved the equivalent of one FTE by collaborating with Park Dansan.

GOING DIGITAL WITH PHYSICIAN RECRUITMENT

The largest pool of physician candidates consists of people who aren't actively looking for a job but would be open to the right opportunity. So, posting on traditional job boards and sending direct mail to practices won't work. You have to go where the passive candidate are, which is online. Social and online media are quickly becoming the mainstay of a physician recruitment strategy, and **Jackson Physician Search** specializes in digital recruitment.

SUNRX REVENUES FUEL TURNAROUND

Like many small, rural hospitals, Abbeville Area Medical Center serves a community that is struggling economically, which leads to a high rate of charity care. Their partnership with **SunRx** to implement a 340B discount drug program is generating revenue that CFO Timothy Wren calls "lifeblood of the hospital." SunRX helps hospitals navigate the complex regulatory steps to determine eligibility, establish the program and maintain compliance.

COMMERCEHEALTHCARE – AUTOMATING PAYABLES & GENERATING REVENUE

An electronic payables system built on the Visa card rewards system can generate significant revenue and setting up the **CommerceHealthcare™** program is hassle-free. They contact all of the hospital's vendors about enrolling, make the payments and send a notification when the bill is processed. Each Visa transaction generates revenue for the hospital, suppliers receive payments promptly and the system is seamless, secure and doesn't require the hospital to host software. The program has helped Self Regional Healthcare avoid a rate increase for seven years.

BRIDGING POPULATION HEALTH MANAGEMENT CARE GAPS

Population health management improves patient outcomes and helps providers maximize revenue by providing the right care in the right location at the right time, but setting up a process takes time and expertise. **Wellspring Benefits Group** specializes in programs to bridge the transition between traditional fee-for-service and value-based, coordinated care that can include well visits, education and behavior modification, chronic care management, remote patient monitoring and telehealth services.

DIGITAL TOOLS CAN HELP FIGHT THE OPIOID CRISIS

Collaboration is an effective tool for fighting the opioid crisis, according to **Collective Medical**. Their information platform, known as EDie, collects and shares patient-specific data from a nationwide network of facilities, insurers, providers and other partners, which allows it to flag high-risk, high utilizer patients who travel from hospital to hospital, even from state to state, in search of narcotics.

GOING PAPERLESS IS POSSIBLE

As MUSC's hospital acquired facilities, it inherited a huge backlog of paper HR files, which were not searchable, easy to misplace and lost forever if damaged. **Advanced Imaging Systems** determined which records could be destroyed, scanned the rest and securely routed files back for integration into MUSC's system. Now the storage room houses offices, records are easily accessible, and there's a disaster recovery plan in place.

PLANNING, AND STAFFING, FOR THE WORST

When a hurricane, natural disaster or public health crisis strikes, your staff can become overwhelmed by the increased demand. If critical or rapid-response staffing is needed to meet healthcare demands, you can count on **Qualivis**. Several NCHA members needed rapid-response staffing during Hurricane Florence, and Qualivis helped to quickly deploy 52 travel nurses to support staff overwhelmed by the storm.

RECRUITING ON A LIMITED BUDGET

The nation's most cost-effective healthcare recruiting tool, **HospitalCareers.com**, allows hospitals to post an unlimited number of job openings, benefit from national digital marketing and have candidates routed directly into their applicant-tracking system, all for one annual fee that is tiered to a hospital's size. One hospital that joined recently estimates the cost per hire to be \$130. That's compared to a national average of more than \$4,000, according to the Society of Human Resource Management.

FOR HELP SOLVING YOUR PAIN POINTS, SCAN HERE

