



OUTPATIENT INTEGRATED STRATEGIES

Innovation in Outpatient Care

Today's healthcare administrators oversee various healthcare delivery areas, including surgery, inpatient and outpatient care, trauma, and elective procedures. However, maintaining expertise in all these areas can be challenging.

Outpatient Integrated Strategies (OIS) offers specialized support for managing outpatient wound care services within diverse healthcare settings, including health systems with multiple locations, community hospitals, and major academic medical centers. With our deep experience in your specific environment, OIS comprehends your distinct requirements. We've assisted numerous hospital administrators in establishing wound care programs and operating services with an OIS approach, focusing on cost-effectiveness, efficiency, and enhancing patient satisfaction.

COMPREHENSIVE OPERATIONAL ASSESSMENTS

- Identify strengths and opportunities
- Evaluate revenue cycle and business office
- Assess facility operations

OPERATIONAL OVERSIGHT

- Mentor and set performance for management team
- Offer direction and guidance in addressing issues
- Deliver operational scorecards and performance updates
- Provide recommendations for enhancing efficiency and profitability
- Conduct regular site visits and assessments

DEVELOPMENT AND OVERSIGHT OF HOSPITAL-BASED WOUND CARE PROGRAM

- Lead hospital wound care program development and oversight
- Manage full program lifecycle, from concept to center launch
- Establish streamlined, quality-driven processes
- Foster a culture emphasizing advanced wound therapy and efficiency
- Collaborate with legal counsel on partnership and syndication documents
- Represent management in investor meetings
- Ensure compliance with licensing, accreditation, and opening requirements

BENCHMARKING, CASE PROFITABILITY, AND FINANCIAL ANALYSIS

- Measure benchmarks and performance
- Analyze program cost and profitability



FACTOR	OIS	MANAGEMENT SERVICE COMPANIES	HOSPITAL RUN/ REQUIREMENT
Market Analysis/Program Determination of Needs for Wound Care	Hospital Specific Data Analysis and Hospital Program Needs Assessment	General Proforma/General Assumptions About Market Share/Company Needs Based	Hospital Development
Only the Services You Need	✓ Yes	No	May or May Not
Long-Term Contract Required	Flexible Collaboration Benefits All Parties	Yes	No
Program Quality	✓ Yes	Yes	May or May Not
Program Control/Flexibility	✓ Yes	No	Yes
Provider Autonomy	✓ Yes	No	May or May Not
Co-Management	✓ Yes	No	Hospital to Develop
Up-to-Date Reimbursement for Wound Care and ICD-10	✓ Yes	Yes	Hospital to Develop
Revenue Cycle Expertise/ Denial Management Staff	✓ Yes	No support	May or May Not
Ongoing Support as Needed	✓ Yes	One-Size-Fits-All	No
Program Assessment Outpatient Wound Care	✓ Yes	Yes	Hospital to Develop
Annual Education Symposium Onsite CME Offering for Wound Care	✓ Yes	No	May or May Not
Onsite Program Director Training	✓ Yes	No (Offsite/Short-Term)	May or May Not
Quality Outcomes Tracking and Benchmarking Wound Care	✓ Yes	Yes	Hospital Would Develop
Policies and Procedures	Developed Specific for Hospital; Owned by Hospital	Vendor Owned/Proprietary (Not Specific to the Hospital)	Hospital Would Develop
Continuum of Care Support-SNF	✓ Yes	May or May Not	Hospital Would Develop
Hospital-Specific Marketing Access to Care	✓ Yes	May or May Not	Hospital Would Develop
Onsite Medicare Approved Hyperbaric Training Course for Providers and Staff	✓ Yes	No (Offsite)	May or May Not
Provide Onsite Hyperbolic Training and Orientation for Staff	✓ Yes	No (Offsite/May Not Have the Same Equipment)	May or May Not
Provide Continuing Education for Hospital Nursing Staff	✓ Yes	No	May or May Not
Provide Participation and/or Oversight of Performance Improvement Initiatives	✓ Yes	No	Hospital Would Develop
Provide Back-Up PRN Staff for Hyperbaric	✓ Yes	No	Hospital Would Develop
Provide Locums Backup Physicians/NP	✓ Yes	No	Hospital Would Develop
Education of Physicians/Staff to Reduce Unnecessary Admission	✓ Yes	No	Hospital Would Develop