RLI Power Hour Webinar: Tackling Long Report Turnaround Times

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Focus on strategic growth

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Overview

• Managing organic growth
• Current contracts versus new opportunities
• Keeping Nimble
• Case Study
Managing Organic Growth

• New equipment investments
• New ED/hospital beds
• Involvement in hospital leadership
Current Contracts v. New Opportunities

- Use billing data to determine $/rvu
- Use hour volume data to find pain points
- Adjust shift hour/responsibilities
- Evaluate projected organic growth against new opportunities
Keeping Nimble

- Encourage broad skillset
  - Develop/maintain culture of general practice
  - Onboarding new hires

- Schedule call/vacations on smaller timeframes
  - Pre-picks
  - Build in flexibility

- Maintain access to multiple systems
- Staggered hour shifts
- Hire support staff to call results/contact physicians
Case Studies

• Case #1: Auditing weekend volumes
• Case #2: Auditing new hospital opportunity
Main takeaways

• Look ahead by staying engaged
• Look back by frequent audit
• Keep nimble
• Weigh new opportunities against current