

From Stopgap to Success Story

A TrustWorks Case Study



Interim President Gets Results at a Large, Affiliated Physician Network

TrustWorks deployed an Interim Executive to lead performance and structural improvements for a California-based physician network comprised of three large medical groups.

Services Deployed

- Interim Executive Management
- Economic Performance Assessment
- Physician Compensation Design & Implementation
- M&A & Affiliation Support
- PSAs, Co-management Agreements
- Primary & Specialty Care Development
- Enterprise Structural Design
- Access Improvement Initiatives

CHALLENGES



A multi-hospital health system wanted to examine the financial performance and structure of its physician network to determine if the health system **could reduce its annual investment in the network**, while preventing any undesired physician attrition. Simultaneously, **the physician network's President was transitioning out of the organization**, leaving a critical leadership vacancy.

SOLUTIONS



- Within two weeks, TrustWorks **deployed to the Physician Network an Interim President**, who was first briefed on assessments and performance data.
- On-site, the Interim President **engaged key physicians, managers, and executives** to understand priorities and challenges.
- The Interim President **developed a detailed performance improvement blueprint** outlining focus areas, actions, financial impacts, and timelines.

RESULTS



Improved Financial Performance

1

- **Increased net income 11% over prior year**
- **Decreased net investment in Physician Network by ~\$8 Million**

Enhanced Provider Productivity

2

- **Increased provider productivity by 11.2%**
- **Increased primary care visits by 10%**
- **Increased specialty care visits by 30%**

Fueled Strategic Network Growth

3

- **Established Network IPA**
- **Integrated new physician group acquisitions**
- **Facilitated PSA rate negotiation**
- **Transitioned urgent care from an external vendor to system operated**

TrustWorks

Collective



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