



## **Sound Inpatient Physicians Reveals the Key to a Hospitalist Program's Success is Strategic Implementation**

### **Executives Seek Solutions to Healthcare Finance Challenges at the HFMA Annual Meeting**

June 12, 2009 (Tacoma, Wash.)—Business Wire—According to the American Hospital Association, almost 50% of America's hospitals are running budget deficits and the number of hospitals with financial crises is rising.

"Improving the delivery of care while reducing costs is a daunting task in today's challenging economy," notes Robert A. Bessler, M.D., president & CEO of Sound Inpatient Physicians, a leading hospitalist company. "Sound strategically implements a comprehensive model of hospitalist medicine with expertly trained people, proprietary processes and technologies designed to drive improvements in quality, satisfaction, and an accurate reflection of resource consumption, leading to better cost management. We work in unison with each partner hospital to integrate solutions to their biggest challenges in hospital medicine."

Sound Inpatient Physicians is participating in this year's Healthcare Financial Management Association (HFMA) annual conference June 14-17 at the Washington State Convention Center, Seattle, Washington. The conference will address key hospital financial management issues including redefining cost and revenue cycle management, capital strategies, risk management practices and new ways to lead through change.

"Hospitalists individually write over \$2 million in orders annually. We understand physicians are the key drivers in managing healthcare delivery costs. As a physician-led organization, founded in 2001, we have the unique insight to implement clear processes to our hospital partner's operations that drive improvements in quality, utilization and satisfaction while reducing cost," notes Sean Lyman, CFO, Sound Inpatient Physicians. "Having Sound as our hospital partner has been an integral part of our patient throughput, utilization and cost containment strategy," comments Rich Roodman, CEO Valley Medical Center, Renton, Washington.

In addition to the focus on inpatient medicine, Sound's process excellence approach focuses efforts to reduce the rate of hospital readmissions by developing individual care plans for each patient upon discharge. The transition of care is coordinated with the primary care physician or with a skilled nursing or long-term care facility for extended care where it also delivers a model in the next level of care facilities. Once the patient is discharged home Sound ensures a smooth transition to the next level of care through the Sound Call Center. This safety net ensures prescriptions are filled and follow-up appointments are scheduled within four days of discharge. By closely monitoring the patient post-discharge the risk of readmission is greatly reduced. Sound's hospitalists are supported by a team of management professionals at its central and regional offices leveraging its proprietary training, processes and software at more than 100 facilities nationwide.

### **About Sound Inpatient Physicians**

Sound Inpatient Physicians, Inc. is a nationwide leading hospitalist company improving the quality, efficiency and satisfaction of inpatient healthcare delivery in the communities it serves. Through a combination of people, processes and technologies, Sound Inpatient Physicians uniquely addresses the clinical, administrative and fiscal challenges facing our nation's health care delivery system in acute-care and skilled nursing facilities. To learn more, visit: [www.soundphysicians.com](http://www.soundphysicians.com)

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