

Increased Physician Performance

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A unique aspect of the ApolloMD model is that our physicians operate under a 100% performance-based compensation structure. That is, our physicians are compensated based on the patients they treat and procedures they perform. Within our client hospitals, this incentive based system has increased our physicians' productivity and decreased patient throughput times. For example, Nash General Hospital's emergency department in Rocky Mount, North Carolina (patient volume of 60,000 visits per year), reported an average physician productivity of 1.9 patients per hour when its physicians were paid a flat per hour rate. After joining ApolloMD in January of 2004 and switching to a productivity compensation model, **physician performance immediately jumped to above 2.5 patients per hour**. In addition to increasing physician productivity, performance-based compensation provides incentives for physicians to improve their documentation practices as physician pay is dependent on accurate and comprehensive charting. This can decrease medical-legal liability and increase hospitals' revenues through more thorough coding and billing.

Nash General Hospital
Increase in Physician Performance
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