



Florida Radiology Consultants Increases Productivity and Maximizes Profitability with Final Interpretations from Virtual Radiologic

As told by Dr. Thomas Presbrey, a board-certified member of Florida Radiology Consultants, P.A., (FRC) for 20 years.

BACKGROUND

Florida Radiology Consultants (FRC), P.A., has served Southwest Florida for more than 30 years. With its 17 radiologists, FRC operates two outpatient facilities in Fort Myers, Florida, and supports three hospitals in Cape Coral and Fort Myers. One of them is a level II trauma center. All five sites offer state-of-the-art imaging and interpretive services.



Case Study Summary

FRC used Virtual Radiologic (vRad) radiology services for night and weekend emergent preliminary interpretations. Upon conducting a productivity analysis comparing the time their own staff employed to over-read preliminary interpretations versus engaging in a final interpretations program with vRad, FRC determined the practice would experience significant productivity and financial gains by using vRad for a final interpretations program. FRC's cases that occur between 11 p.m. and 7 a.m. EST are read as emergent final interpretations by vRad.

By switching from preliminary interpretations to a final interpretations program, FRC estimates they have gained an additional 26 hours per week in productivity back to their practice.

FRC Productivity Analysis – Employing a Preliminary Interpretations Program:

425,000 reports per year produced by FRC's 17-rad practice

208 average number of studies outsourced to vRad per week

26 hours lost per week to over-read 208 preliminary reports, at a rate of 8 over-reads per hour

High Volume Requires Exceptional Productivity

As a high-volume practice (425,000 thousand reports per year), we serve three hospitals in Southwest Florida. Our offices are staffed 7 a.m. to 11 p.m., but we have round-the-clock demands. Each morning there are new final cases that require our radiologists' attention. Initially, before vRad read our overnight cases as finals, we also had to over-read their preliminary reports.

Natural Progression from Preliminary to Final Interpretations

We were very happy with vRad providing overnight preliminary reads. We took a close look at the time required to over-read a preliminary interpretation and found we spent on average 26 hours per week reviewing and dictating final reports. We also discovered that it took our radiologists more time to over-read someone else's preliminary interpretation than it generally requires us to interpret a study (on average, we over-read at a rate of 8 per hour, versus 11 per hour for new studies). It became clear that using vRad to read our overnight cases as finals made the best sense for our business and our radiologists.

The quality of the reports was certainly an additional factor in this decision. We tracked any discrepancies when vRad provided our preliminary reports, and were confident in the overall quality they delivered. We trusted vRad to provide thorough and accurate final reads.



VIRTUAL RADIOLOGIC™

Extending radiology. Improving life.™

Extension of Our Practice

We consider vRad to be an extension of our practice. They keep our cases moving and enable us to be as productive as possible when we walk in the door every morning. That productivity gain has led to more studies being read by our radiologists every week with the additional hours we have gained back. This means we are meeting the demands of our patients and community more effectively. Why dedicate a full-time person to reread a report in the morning? With vRad, everything is done by the time we get in, which enables us to start the day more efficiently.

Flexibility Key to Keeping a Practice Fully Staffed

In the current job market, radiologist retention is impossible without an overnight service. We are able to utilize vRad for everyday staffing, vacation coverage, increased workload or whenever we need them. vRad's availability solves any planned or unplanned staffing issues for us without concern.

Quality and Accountability Assured

Given that vRad's radiologists are all American Board trained and certified we are completely confident in the quality of every report. vRad upholds the same rigorous medical standards that we do. And support is just a phone call away to provide immediate help with any question.

The Real Deciding Factor: Price Differential

If you are considering teleradiology for a portion of your finals, look at the price differential between the cost of a preliminary interpretation and the hours gained by avoiding over-reading a report. Decide what you could be doing with that time in the morning, for example, when you don't have to go over the preliminary reports from the night before. Like us, it probably takes any practice longer to turn a preliminary read into a final report than it takes to read a new study.

Impact to FRC by Utilizing a Final Interpretations Program with vRad:

26 hours of time gained per week
not over-reading

11 additional studies performed per hour
for new patients / new business

286 extra studies per week could be
read with the increased productivity gain

Note: Analysis assumes additional studies for new patients /new business is available.

Bottom Line

If you are paying someone else for a preliminary report and then having to reread it, you could be more productive and profitable by going right to a final report with your teleradiology provider.

Overnight teleradiology for finals may not be justifiable for every practice. If a radiologist on staff has the bandwidth to over-read reports, having finals read overnight may not be the best option. But if you are like our practice, and have that constant stream of work, having finals read overnight ensures your radiologists are maximizing their billable time and working as cost effectively as possible.