



# CASE STUDY

## A CAH's Journey to a Successful Nuclear Lab

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This case study reviews the implementation of an in-house nuclear medicine program by a CAH located in an underserved, rural area. After one year of full time service, the financial burden of operating the program on their own was too high and the program was shut down. HCI approached management about our imaging solutions and has been running the program at a financial gain to the hospital for four years.

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In this particular case, the hospital purchased and installed a brand-new GE dual-head scintillation detector (cost of about \$400,000), hired a full-time technologist (salary of \$80,000), and opened its doors 5 days a week. Their average monthly volume was 21 – 29 studies. With a ratio of 70% cardiac and 30% generals, the hospital was losing upwards of \$9,000 per month. Due to the failure to break even, the hospital couldn't sustain this modality long term, the camera was sold at a loss and the program was shut down.

Providing this necessary diagnostic imaging service was still important to the hospitals administration and physicians, so when HCI reached out with a solution, they were eager to learn more.

HCI offered to provide comprehensive nuclear medicine services as demand dictated as a solution. After showing the hospital how financially beneficial our approach would be for them, they chose to move forward with HCI.

HCI installed a refurbished GE dual-head scintillation detector in a fixed trailer due to space constraints, hired a part-time technologist, and opened its doors 2 days per week to start. Since inception, the project has grown to require 3 days per week with a volume of approx. 36 – 40 studies per month! This growth is due in-part to the continuous efforts of HCI to educate the community and the physicians on the benefits of nuclear medicine imaging, through monthly in person marketing efforts.

This increase in volume, along with the demand-based imaging, has generated a monthly net revenue of \$17,800. That equals an annual net revenue of more than \$213,000 per year.

HCI continues to support this hospital as much today as in the beginning of our partnership. Nuclear lab performance reports are maintained and presented quarterly to ensure that the hospital administration is aware of any volume fluctuations that might point to issues ranging from

physician referral patterns to scheduling department irregularities.

HCI's services also include multiple back-up technologists, accreditation, and licensing of imaging services.

*Nuclear Imaging's three largest expenses are personnel, equipment and equipment service. HCI is able to mitigate cost in each one of these areas due to our decades of industry experience. Our access to state of the art equipment and nationwide team of technologists means we can provide this service at a cost much lower than what hospitals can do on their own.*

This process has been tested in multiple hospitals across state lines throughout the nation and has proven time and again that rural and critical access hospitals can support and do profit from adding nuclear medicine to their list of services. Together, we can make your community even stronger.