

# The Impact of Inhouse Nuclear Medicine Operations on Rural Hospitals.



## Taking charge of the inhouse operation.

When HCI initially contacted this rural hospital, they had recently upgraded their nuclear medicine equipment and were leasing the space to a cardiology group that was utilizing it for nuclear cardiology studies. All billing and collections were done through the cardiology group. HCI worked with the hospital leadership to regain ownership of the nuclear department and add additional service lines. With our help, the hospital began running the nuclear medicine lab, performing general nuclear imaging procedures and nuclear cardiology procedures which generated substantial revenue for the facility than they were receiving by leasing the lab to the cardiologist.

*Our goal is to provide a service line for the patients locally that enhances their healthcare while also aiding the facility.*

In 2016 the hospital upgraded their nuclear medicine camera from a single head to a dual head. The hospital continued to only utilize their nuclear lab as a leasing opportunity with the visiting cardiology group. The cardiology group would bring in their own nuclear medicine technologist and their office would run the operation as if the nuclear lab were their own. They paid the hospital a flat fee to lease the nuclear medicine lab “per day”.

### Key Takeaways:

- Providing nuclear medicine services in-house expands the service line for patients.
- In-house nuclear labs have the ability to add greater than \$100,000 annually in net revenue.
- HCI partners with numerous hospitals to provide imaging services that can benefit your hospital and your patients.

HCI worked with leadership at the hospital to show them that they were losing out on substantial revenue and service lines that could benefit their patients. In 2017, HCI helped the hospital open the nuclear medicine lab on a part time basis to perform nuclear cardiology as well as general nuclear medicine studies. The technologist started out at two days per week, but the volume quickly increased, and the position grew to three days per week.

HCI worked with local physicians to educate them on the proper use of nuclear medicine scans for diagnosis of their patients. Through this education the volume at this location increased from the mid-teens to the mid to upper thirties per month. This equates to an additional net revenue of more than \$300,000 annually for the hospital.

Less than one year into the nuclear medicine project with this facility, the hospital asked HCI to assist with their echocardiography services. HCI hired a part time echo tech to be on site three days per week. This service was previously provided by a temporary staffing agency.

