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Improving the Health of the Healthcare System

Webinar: Top CFO Revenue Generation Strategies



Housekeeping

Please submit any questions you have throughout the presentation by typing them into your control panel in the space labeled "Enter a question for staff" and clicking send.

Presenters



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Revenue Generation Strategies

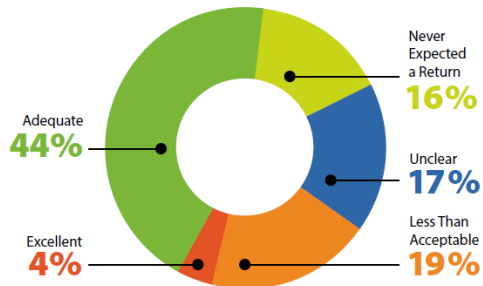
We'll Explore Today:

1. Building a strong referral network to fuel outpatient growth
2. Deploying technologies and workflows to reduce network leakage
3. Leveraging business analytics to gain visibility into referral patterns across a community
4. Creating the best patient access experience to become the preferred referral destination
5. Leveraging new technologies to fill the care coordination gaps EHRs can't address

CFO and Executive Priorities

Risk Return

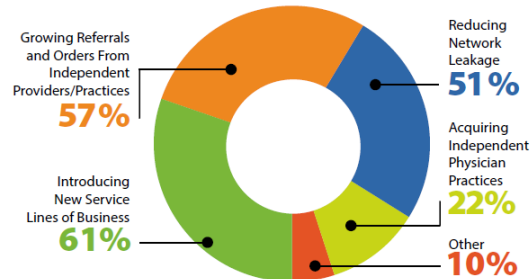
How would you describe the risk-adjusted return on your EHR investment?



Sample size: 147 respondents

Revenue Growth

Which methods of revenue growth are most likely to be successful?



Sample size: 143 respondents

Costs

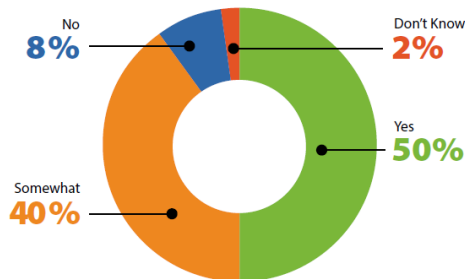
What is your approach to driving out costs from your organization?



Sample size: 140 respondents

Strategic Focus

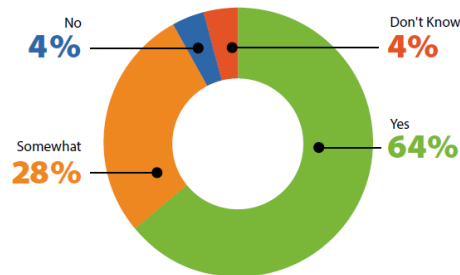
Do you have a strategic focus with your provider community to drive outpatient growth?



Sample size: 139 respondents

Community Collaboration

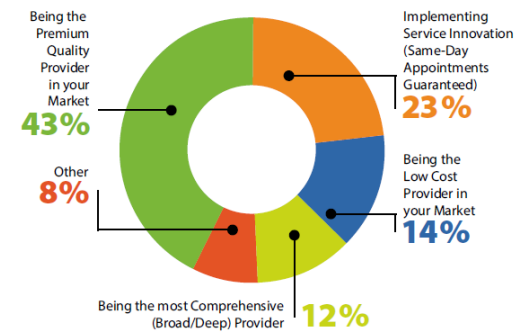
Are you going to need to collaborate with your community partners in order to generate more revenue?



Sample size: 135 respondents

Competitive Advantage

What do you see being your future competitive advantage?



Sample size: 138 respondents

Contact Information

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