

BUILDING PARTNERSHIPS.
IMPROVING OUTCOMES.





SOMNIA AT A GLANCE

Founded in 1996
by practicing
anesthesiologists,
Dr. Marc E. Koch and
Dr. Robert C. Goldstein.



MARC E. KOCH
CHIEF EXECUTIVE OFFICER
AND PRESIDENT



ROBERT C. GOLDSTEIN
EXECUTIVE VP
AND CHIEF MEDICAL OFFICER

100% physician
owned and operated.

Serving hospitals,
ambulatory surgery
centers and office-based
surgical practices in
more than 13 states.

A trusted perioperative
partner in hundreds
of operating rooms
nationwide.

One of the largest
in-house anesthesia
management infra-
structures in the U.S.,
with a nationwide team of
experienced professionals.

A clinical network
of more than 500
anesthesiologists and
certified registered
nurse anesthetists.

Experience working
with more than 200
payers throughout
the country.

Building partnerships. Improving outcomes.

Founded, owned and operated by anesthesiologists since 1996, Somnia provides leading-edge clinical care services to healthcare facilities and their patients throughout the nation. Leveraging our unparalleled management acumen and extensive in-house infrastructure, we enhance operating room performance, often reducing or eliminating anesthesia subsidies. The result is complete surgeon and patient satisfaction — and better outcomes for our hospitals and their patients.

We are singularly focused on anesthesia, positioning our clients — from Level I trauma centers to small community hospitals, from surgery centers to office-based practices — for success in a pay-for-performance healthcare environment.

Our *turnkey* solutions deliver skilled, efficient staff, improved coverage, superior collection ratios, and exceptional leadership to our clients.

Our *Clinical Quality Excellence* program results in unparalleled approval ratings among surgeons and patients, translating to increased referrals and efficiently run operating rooms.

Recognized as *thought leaders* in our field, our consultative approach allows us to deliver strategic guidance and insight across nearly every facet of anesthesia and perioperative management.

“Our single focus is perioperative anesthesia practice management. As physicians and as business leaders, we understand the challenges that dominate all aspects of surgical care, and utilize our unique position and insights to improve both patient and hospital outcomes.”

DR. ROBERT C. GOLDSTEIN
EXECUTIVE VP
AND CHIEF MEDICAL OFFICER



The value of outsourcing.

Today's highly regulated and competitive marketplace demands that hospitals, healthcare systems and providers rethink operational structures. Many are collaborating with a managed service organization (MSO) such as Somnia to support the overburdened resources of their facility and anesthesia group.

However, significant differences exist between anesthesia MSOs. The best anesthesia management companies understand the clinical, operational and financial aspects of delivering anesthesia services. They provide effective and supportive leadership throughout the entire perioperative process. Most importantly, they align their services with your strategic goals to improve the quality of care, manage costs, increase stakeholder satisfaction and maximize revenue.

Best practices for anesthesia services

Somnia collaborates with your organization's leadership to manage every aspect of anesthesia services and deliver the tactical and strategic enhancements that are increasingly important in the current healthcare environment.

CHALLENGE

Management of costs

Ensuring a healthy bottom line means achieving a balance between clinical care and operations. But, in the aggregate, recruiting, compensation and benefits, credentialing, contracting, claims management, payment processing and reporting may be too substantial for hospitals to take on without considerable expense.

Somnia closely examines and leverages input and throughput opportunities to trim healthcare costs, maximize revenue and improve value.

CHALLENGE

Underperforming anesthesia team

Clinical inefficiencies, patient and/or surgeon dissatisfaction, administrative problems and ineffective leadership — problems in one area can have a ripple effect, deteriorating performance in other service areas. Further, they can give rise to significant financial costs and reputational burden.

Somnia tactically and strategically addresses key performance issues through rigorous recruiting, continuing education and quality control initiatives. Our objective is to institute sustainable business practices to protect your reputation and protect your finances.



“The fundamental challenge facing hospitals and surgery centers is the ‘triple aim’ of improving population health, providing a better patient experience and lowering per capita cost of care. Because of our involvement throughout the entire perioperative process, Somnia is in the unique position to significantly improve the productivity and profitability of a surgical facility.”

DR. MARC E. KOCH

Chief Executive Officer and President

CHALLENGE

ACA compliance

Thanks to increased quality, cost efficiency, regulatory and performance accountability requirements, hospitals and outpatient facilities must rethink the way they deliver care. Success or failure depends on how well your anesthesia team meets your facility's financial, administrative and quality performance goals.

Somnia measures and documents performance, updates practices and policies, and assures compliance as you transition to outcomes-based care and meet ACA requirements.

CHALLENGE

Alignment of goals

Inflexible staffing models, coupled with an unaccountable anesthesia team with little incentive for quality improvement and lack of transparency, yield little to no value for a facility's anesthesia department.

Somnia understands and addresses both the clinical and business sides of anesthesia services to assure that your anesthesia team's goals are aligned with those of your facility.

CHALLENGE

Competitive environment

Mergers, acquisitions and strategic partnerships have become commonplace among competitors for market share. Often these are quick fixes but **not** long-term answers to addressing key deficiencies, such as a lack of preparation for the nuances of practice and business management or the inability to document performance across a range of dimensions.

Somnia's best practices, residency and training programs, and robust quality management are proven to improve anesthesia performance and outcomes, lower costs and help your facility stay competitive.

A PARTNERSHIP THAT MAKES A DIFFERENCE

- Somnia's senior leadership possesses an in-depth, practical knowledge of both sides of the business — clinical and financial — to identify and address challenges particular to a facility, regardless of size.
- Somnia's focus on quality, safety and satisfaction means our comprehensive, turnkey anesthesia solutions leave nothing to chance.
- Somnia's experience, expertise and passion drive us to continually improve delivery of anesthesia services for all stakeholders, helping facilities adjust to the new outcome-based healthcare paradigm.

Strong leadership provides strategic insight and guidance.

Somnia has long been an exacting provider of quality patient care. For more than 20 years, we have been singularly focused on anesthesia and are noted for our ability to think strategically around the penumbra of anesthesia. Our clinical teams provide more than the basic administering of anesthesia. Strong leadership is at the heart of our care teams, creating a true perioperative partnership with the facilities they serve. Perhaps that's why more than 90% of surgical and obstetrics patients, as well as surgeons, say they are "very satisfied" with Somnia providers.¹

A true perioperative partnership

We are a national network that actually engages local teams, rather than being simply a "holding company" that purchases local groups. Our national presence gives us extensive knowledge of the unique requirements of each state, and allows us to create economies of scale and share best practices throughout our network. Combining national insights with local expertise gives your hospital a well-integrated clinical team, with strong on-site leadership, backed by our wealth of experience across the country.

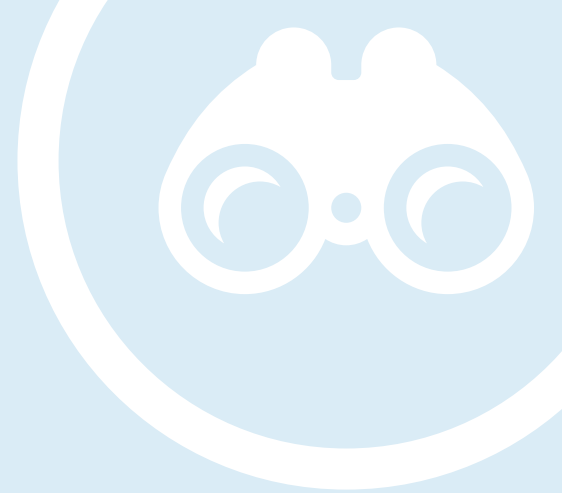
Our Chief of Anesthesia collaborates with your entire OR team, including surgeons and administrators, to provide hands on management of both the business and clinical aspects of anesthesia services and to support the goals of your facility. In addition, our corporate Chief Medical Officer, VP of Medical Affairs and Medical Advisory Board all play an active and ongoing role to ensure superior clinical quality, performance and patient care — a promise that is backed by our industry-leading Quality Assurance department.

Somnia's on-site leadership proactively engages with your surgical department to facilitate care improvements and address any concerns that arise. We support each local anesthesia team with best practice solutions — policies, procedures and protocols — that drive quality, efficiency and effectiveness. We provide the resources to nurture the current and future leadership of your anesthesia team, and our Clinical Quality Excellence program is among the best in our field.



"It was obvious from the start that Somnia had a much deeper clinical knowledge than other MSOs. This clinical awareness was embedded in quality metrics. We also appreciated that the executive presenting results was the chief medical officer, an anesthesiologist who was clearly knowledgeable and passionate about sharing Somnia's insights and capabilities."

Chief Medical Officer
Desert Regional Medical Center
Palm Springs, California



CASE IN POINT

A history of innovation

We are widely recognized as a thought leader in the anesthesia services industry. Our principals are known for their progressive, results-oriented stance and are widely sought after to speak, write and share our views on emerging trends and effective clinical and management strategies.

Somnia has a keen perspective on the field and how it should evolve to best serve hospitals and outpatient facilities in an era of ongoing healthcare reform. Where standards don't exist, we create our own. To assure the level of care is

continually raised, Somnia University, an online training and education portal, provides continuing education and training programs for Somnia's network of physicians and CRNAs. Further, our talented physician leaders receive continuous formal leadership training, assessment and resources. Our anesthesiologists are professionally fulfilled and inspired to innovate and excel through sharing of personal experiences and clinical best practices.

Nine out of 10 providers received a "very satisfied" rating as determined by third-party surveys that recorded patient responses to more than 30 questions.

DEMONSTRATED VALUE

Beyond exceeding expectations, Somnia is continually innovating.

- We refined the use of a blended model of physicians and CRNAs to administer anesthesia.
- Somnia's Clinical Quality Excellence program is one of the industry's first and most robust quality assurance programs.

Strong leadership from Somnia helped a southern California hospital usher in needed transformations to deliver a new level of consistent, quality anesthesia service.

The Challenge

Service from the hospital's longtime independent anesthesia provider suffered in the wake of management and clinical team turnovers. Complaints from surgeons and nurses led the hospital to attempt a number of fixes and accommodations to maintain service levels that significantly increased costs. In addition, the provider was resistant to more stringent certifications being asked of its specialists. The hospital finally decided to reassess its relationship with the incumbent and evaluate other anesthesia providers.

The Objective

Develop a long-term partnership with an anesthesia provider having extraordinary leadership skills, experience, and the resources for creating an efficient, cost-effective, high-quality service framework.

The Solution

After being unanimously selected by the hospital's interdepartmental search committee, Somnia's dedicated project team went to work conducting dozens of interviews and spending more than three hundred hours assessing every aspect of the hospital's existent anesthesia operations. Somnia then proposed an array of practice modifications designed to improve quality, better manage costs and increase efficiency. Recognizing

the difficulty of implementing such sweeping change, the Somnia team maintained clear lines of communication with all stakeholders, identifying needs, setting expectations and collaborating on proposed enhancements. Within 90 days, Somnia had implemented a new practice model designed to meet all of the hospital's anesthesiology needs and objectives.

The Results

Today, Somnia's new onsite anesthesia team has restored strong leadership, cohesiveness and quality from the department to the operating room. The hospital has already seen complaints and costs fall as a result of the new staff as well as improved processes and procedures. In addition, high service levels have been supported by a quality improvement program which measures, tracks and reports on performance to ensure continually improving, high-quality delivery of care.

Clinical excellence delivers exceptional results.

Ongoing healthcare reform continues to demand improved quality-of-care, greater efficiency and high patient satisfaction. The role of the anesthesia team has become increasingly influential, beyond the technical component of administering anesthesia. Anesthesia's impact on the complete continuum of care has placed the specialty in a greater leadership position. Our methodical approach to creating results-driven management and clinical teams eliminates inefficiencies and identifies best practices to create a synergistic, efficient surgical suite.

A highly skilled and responsive anesthesia team

As surgical teams across the country face increasing challenges due to lack of a dedicated partnership with their anesthesia group, nearly half of hospitals have had to reduce operating room hours or redirect procedures due to anesthesia staffing difficulties.² The key to a successful program depends on its most valuable asset — the clinicians. Somnia's staffing protocols and practices make a critical difference.

EXTENSIVE CLINICAL NETWORK

We work closely with each of our clients to meet their distinct staffing needs in the shortest possible time frame. If desirable, we will use a blended anesthesia care team approach — an effective staffing structure that Somnia refined. We make every attempt to retain existing anesthesia staff, and round out your team with highly qualified, local anesthesia clinicians. We offer a wide range of clinical resources to meet your challenges and create economies of scale — our extensive in-house anesthesia management infrastructure is among the most experienced in the U.S. and our national network and comprehensive database are among the largest.

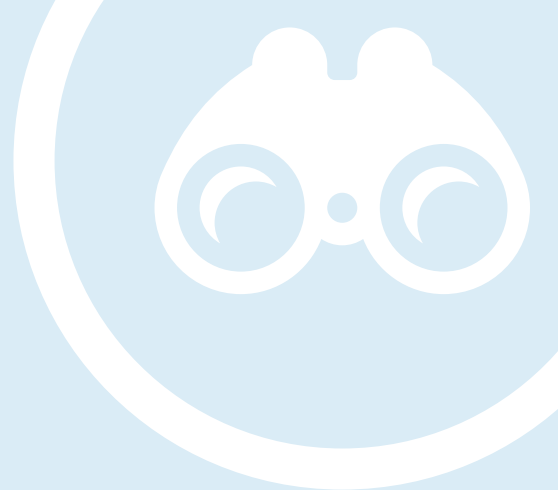
EFFECTIVE CREDENTIALING

Through comprehensive credentialing and provider management, we work quickly to vet a candidate's licensure, training, experience and competence. We hold delegated credentialing status with approximately 80% of the managed care organizations with which we currently participate. Somnia works closely with hospitals to collect requisite documentation prior to credentialing committee meetings.

“Somnia brought us the partnership and accountability we were missing. Their collaborative approach helped unite local and new team members to provide the coverage we needed. We now have an excellent Chief of Anesthesia leading a team of physicians and CRNAs, and a practice administrator, all delivering on our commitment to offering quality services to our surrounding communities.”

Chief Medical Officer
St. Barnabas Hospital
Bronx, New York





CASE IN POINT

EFFICIENT STAFFING

As we build and integrate your team, we spend considerable time studying your facility's patterns and analyzing OR schedules, add-ons, case volume trends, case delays, case cancellations and other productivity metrics. The result is a fine-tuned staffing model designed to increase OR utilization during peak hours by providing 100% coverage. Somnia follows through with a robust web-based scheduling tool and productivity tracking assessments to continually facilitate scheduling and ensure 100% coverage.

INDUSTRY LEADING CLINICIAN REVIEWS

Our clinicians receive 360-degree feedback, rated on a comprehensive set of quality metrics — compared against others in the same facility and against Somnia's national provider network. This level of reporting, which is unique to Somnia, gives clinicians constructive recommendations for improved service delivery.

The result is a highly skilled anesthesia team that can provide the clinical expertise and collaborative mindset to properly care for patients and generate the utmost satisfaction from the patients, surgeons and nurses involved in every care event.

²Source: The Advisory Board.

³Source: McKesson OR Benchmarks Collaborative.

DEMONSTRATED VALUE

We build more than an excellent clinical team. We earn "top box" ratings:

- 93% of our patients are "highly satisfied."
- 92% of the surgeons we work with are "very satisfied."
- We deliver the highest quality care with a less than 1% adverse event rate.
- Somnia OR efficiency metrics, including on-time starts, case delays and turnover time, consistently rank in the top 10%.³

A New York City hospital moves from inadequate anesthesia coverage to 100% anesthesia coverage, allowing it to further its commitment to the community it serves.

The Challenge

The hospital's anesthesia department was inadequately staffed, with poor performance and costly results. Because a single anesthesia team was providing coverage for the operating rooms as well as the obstetrics unit, it lacked the resources needed to meet demand. The result was a constant scramble for last-minute coverage, frequent cancellation of surgeries, and frustration with the poor performance — all of which spilled over to the surgeons and, more regrettably, to the patients. Consequently, the hospital fell into a costly and inefficient pattern of using temporary help to meet its needs. This revolving door of temporary clinicians stood in stark contrast to the hospital's desire to work in partnership with its providers.

The Objective

A partner familiar with their values who could become a contributing member to the hospital's communities and transform the anesthesia department into a cost-effective, efficient part of the care team model.

The Solution

Somnia's first step was to build a collaborative, cohesive team with a consistent presence to eliminate the reliance on temporary clinicians.

To assure knowledge of hospital practices and to provide better coverage for vacation and sick days, Somnia's recruitment initiative included semi-retired, former staff members with a personal knowledge of the facility and its surgeons. We assembled an experienced, community-oriented anesthesia team of local physicians and certified registered nurse anesthetists with a practice administrator for oversight. To reverse performance issues, Somnia worked closely with the hospital to establish a total quality management program.

The Results

With the right team providing the coverage they needed, the hospital was able to resume delivery of quality services to surrounding communities, many of which were underprivileged. Heightened efficiencies and a clinical quality excellence program allowed the hospital to increase its surgical volume, add coverage in the endoscopy suite and introduce acute pain services. Today, the team, along with Somnia's on-site administrator, is fully integrated and actively participates in the hospital's quality assurance program, as well as clinical and financial planning. That's the kind of collaboration the hospital's management team was seeking.

Cost savings lead to increased revenues.

Cost should be viewed as an aggregate of many factors, as well as savings in dollars and cents. Because anesthesia influences each phase of the perioperative process, Somnia is in the unique position to identify inefficiencies and work to alleviate them. Our track record for service improvements, cost-controls and the implementation of best practices, procedures and protocols more than makes up for any initial cost disparities. In fact, over the long term, the resulting improvement in outcomes and higher patient and surgeon satisfaction often translates into a reduction in anesthesia subsidies.

Fiscally responsible and highly transparent

Somnia approaches revenue management with financial acuity and our processes are completely transparent. Time and again, we have successfully helped clients increase their revenue and reduce subsidies by ensuring that all costs are controlled, all revenue streams are explored and all contracts and billing are optimized.

- We adhere to HIPAA guidelines, utilizing a read-only virtual private network to protect the exchange of patient information and reduce the shortcomings of paper-based transmittals.

- We use the industry's gold standard in billing software, enabling us to check patient eligibility in real time during the charge-entry and coding processes, and benchmark revenue management potential against MGMA data.

- Powerful software provides a paperless and efficient interface between payers and your facility. We have experience working with more than 200 payers, and make every effort to contract with your payers. In today's outcomes-based paradigm, Somnia captures the data necessary to obtain maximum reimbursement.

- As a white label partner of one of the nation's oldest and largest anesthesia billing services, we can ensure that thorough, timely and compliant revenue management processes are in place and maintained.

- Our detailed and comprehensive reports show production, payments, adjustments and more, broken down by month and year, by insurance classification and by clinician. Our system provides the information required to follow up with third-party payers and patients.

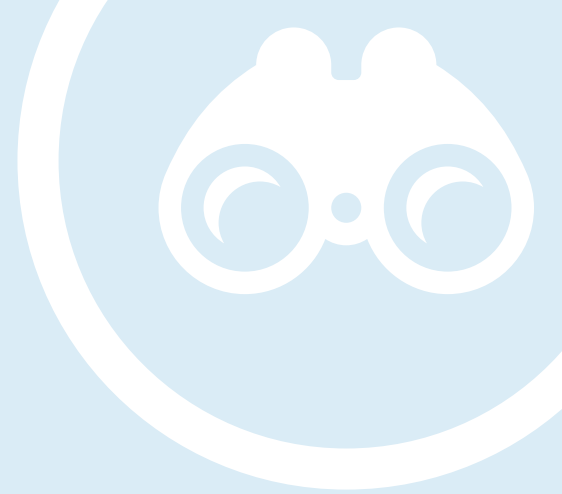
DEMONSTRATED VALUE

Here are just a few reasons why 98% of our hospitals renew their contracts, year after year:

- Our 97% net collection ratio from third-party providers is up to 50% higher than MGMA standards.

- Somnia clients have increased their anesthesia revenue by as much as 30%.

- We have a substantial record of reducing anesthesia subsidies while delivering 100% dependable coverage.



CASE IN POINT

“Cost control was an important consideration in our selection process but we also knew that cutting corners could expose our facility to increased risk of unfavorable outcomes. So, while other competitors’ proposed costs were initially lower, we believed that Somnia’s focus on quality and efficiency would enhance outcomes and lower our ‘true’ costs overall. We were right. Revenues are up 30%.”

President and CEO
Lehigh Valley Hospital-Hazleton
Hazleton, Pennsylvania



Somnia’s solutions helped a newly merged eastern Pennsylvania hospital reduce anesthesia department overtime while improving performance, efficiency and quality of service.

The Challenge

The hospital, facing changes brought about by healthcare reform as well as from an in-progress merger, needed to place greater emphasis on outcomes and performance-based results. The anesthesia department became a focus for improvement in light of increasing overtime hours, delay-causing bottlenecks, and a large influx of endoscopy cases moving to the hospital from another facility. The increase in cases required doubling the operating room anesthesia staff. The hospital’s management agreed to cover the additional costs provided the anesthesia team could keep the overtime hours under control.

The Objective

Reengineer the way anesthesia work was scheduled and assigned in order to increase efficiency and reduce overtime costs, all while maintaining high services levels for the increased volume of surgeries.

The Solution

The hospital turned to Somnia to find a fast, effective solution to the overtime problem. Somnia’s onsite team conducted an extensive operational assessment, discovering a disconnect between scheduled surgery

times and anesthesia coverage. They found that assignment staff routinely scheduled surgeries after the anesthesia department’s regular hours. In response, Somnia implemented a series of actions including new policies for overtime, procedure scheduling and priority-setting, and required surgeon sign-off for exceptions. Somnia also directed the recruiting and hiring of a practice administrator to manage surgery schedules. A new care team of anesthesiologists and certified registered nurse anesthetists was added to expand operating room coverage and improve patient throughput.

The Results

Somnia’s new anesthesia services framework has evolved and enhanced the hospital’s surgical workflow, decreased overtime hours, increased surgical volumes, and fully optimized the surgical team’s time and operating room coverage. Morale has improved, and the resolution of scheduling issues means more predictability for the staff, as well as more control in planning their professional and personal lives.

Quality assurance to meet ACA requirements.

The day has arrived when hospitals are paid not for procedures or process, but for successful outcomes — a new reality that requires not only clinicians who perform well, but the ability to document that performance, from recruiting to revenue cycle management. When it comes to provision — and authentication — of superior anesthesia services, we have been at the forefront of the specialty for two decades, a process made even stronger through the sharing of best practices throughout Somnia's national network.

Our quality assurance program not only satisfies regulatory and performance-based compensation requirements, we share these meaningful insights with your facility to initiate improvements in your processes, outcomes and stakeholder satisfaction.

A multi-tiered quality program

Successful efforts require total transparency in clinical, financial and operational data. Somnia has the infrastructure to track and analyze multiple dimensions of data to make critical medical and business decisions for total quality management.

- Our CQE program is a comprehensive quality assurance and performance improvement (QA/PI) program that gathers performance data on every patient and clinician.

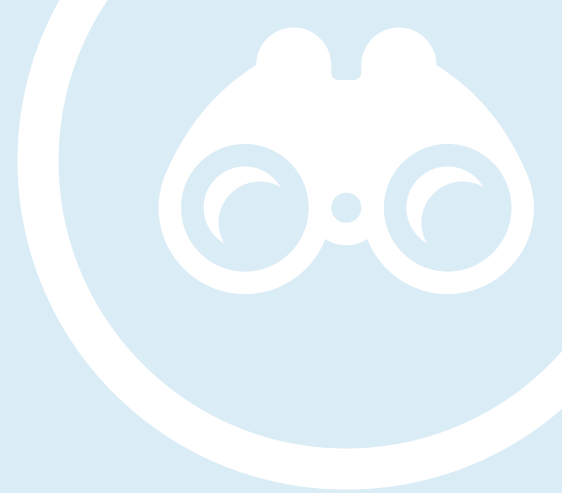
- Key clinical metrics are continuously reported, tracked and trended, benchmarked and scrutinized for opportunities to improve outcomes, and are implemented and monitored again and again.
- We trend the results, benchmarking them against internal and national sources to identify areas that require adjustments.
- As an Accountable Anesthesia Organization™, we deliver the highest quantified quality of care at the lowest possible cost. Our clinical outcomes tool is directly aligned with the Anesthesia Quality Institute (AQI) so that we can benchmark results against national anesthesia standards.

- All staff receives regular feedback on both group and individual performance and outcomes through a comprehensive clinician evaluation tool that measures the six core competencies of medical care per Joint Commission standards.
- Our goal is 100% compliance with the regulatory and accreditation standards relating to anesthesia including SCIP Core Measures, Value-Based Purchasing and the CMS Conditions of Participation.

DEMONSTRATED VALUE

We are honored to be recognized for delivering the highest quality services to our clients, clinicians and their patients:

- Commended on numerous occasions by the Joint Commission and the Anesthesia Quality Institute.
- The first office-based ambulatory services practice to receive accreditation from the Accreditation Association for Ambulatory Healthcare.
- The first anesthesia-only organization to be named a Patient Safety Organization by the Agency for Healthcare Research and Quality.
- The first anesthesia-only national practice management company to participate in the Anesthesia Quality Institute's National Anesthesia Clinical Outcomes Registry.
- Our practices are 100% certified by The Joint Commission for healthcare staffing services.



CASE IN POINT

“Demand for our services was growing but we weren’t staffed to provide the right coverage, particularly in the new outcomes-based environment. It was clear that Somnia was ahead of the curve when it came to understanding the new evidence-based paradigm. They instituted a new staffing model and quality improvement program. Not only are we seeing excellent results, we now have the foundation to adapt in a changing healthcare environment. It is no longer business as usual.”

Chief Medical Officer
Kaweah Delta Medical Center
Visalia, California



Somnia’s approach to quality management and continuous improvement helps a California hospital improve service and deliver an enhanced level of healthcare.

The Challenge

The hospital’s long-time anesthesia group was largely disengaged, working independently from the rest of the operating room team. The anesthesia group’s management did not participate in hospital committees and did not consistently respond to on-call requests. Moreover, the group lacked the skills necessary to provide pain management for the hospital’s orthopedic patients. This lack of anesthesia leadership, engagement and consistency was negatively affecting the hospital’s overall efficiency, morale and team harmony, resulting in inefficiencies in the operating room and divisiveness among personnel.

The Objective

Bring in an anesthesia partner that could better align services with the hospital’s quality and financial goals, as well as implement a formal quality management program for managing patient care.

The Solution

Somnia’s onsite care team, seeing that the lack of anesthesia leadership was at the heart of the department’s challenges, recruited a new chief of anesthesiology. In addition, the new care team established clear anesthesia

coverage requirements, including call and after-hours workloads. The team also aligned compensation with industry standards by adjusting compensation to a base salary with quality-based incentives, such as clinical quality indicators and surgeon/patient satisfaction measures. To enhance quality, Somnia integrated its national Clinical Quality Excellence program with the hospital’s quality initiatives to measure, track and report performance, as well as implement quality improvements.

The Results

Somnia’s worked to overcome resistance to a mix of anesthesiologist and certified registered nurse anesthetist care teams. By focusing on delivering high-quality and efficient care, and explaining the training and experience required of CRNAs, the chief and the new team were able to shift opinion and improve patient and provider satisfaction. In addition, the new practices helped reduce case cancellations, delays and costs, while improving efficiency and raising surgical case capacity.

Assuring a smooth transition.

When a new anesthesia group is introduced, operational disruption is always a concern. Success depends on a careful balancing of the clinical and business aspects of delivering anesthesia while remaining sensitive to the natural resistance to change. It means bringing together the right people and the right policies and protocols in the right way.

To ensure a smooth transition, Somnia's approach is methodical and carefully scheduled, with on-site and off-site management teams, and advance support provided early in the process. The on-boarding process, which can vary in duration, includes:

- Informational, relationship-building meetings are held with your surgical staff to introduce service goals and reinforce our commitment to quality.
- Site-specific account managers liaise regularly with all parties during the process, to coordinate operations and mitigate potential problems.
- New hires begin with walk-throughs and orientation prior to launch, so they fully understand documentation, forms and procedures, case scheduling, working with the pharmacy and obtaining patient data.
- Regular, ongoing communications and reporting by the off-site management team to hospital management throughout the duration of the partnership.



**WE OPERATE BETTER.
SO DOES YOUR OR.**

Our singular focus on anesthesia services has proven its worth, even beyond the OR.

We would welcome the opportunity to explore solutions that can help you better meet your goals and improve outcomes, for your facility and your patients.



CASE IN POINT

“With such a short transition time, we were concerned about the potential interruption of surgical cases or service. Somnia’s sole focus on anesthesia-related issues meant they had the expertise and flexibility to assemble a team of professionals and integrate a quality assurance program – all without missing a beat. And while doing so they identified and improved performance and clinical outcomes, and optimized financials.”

Chief Medical Officer
Providence Regional Medical Center
Everett, Washington

To learn more or to request
a proposal, please call
877.795.5788.

Somnia’s commitment to continuous improvement, efficient workflow and quality management helped one leading hospital instill an enterprise-wide pursuit of excellence.

The Challenge

Because of the hospital’s robust and growing surgical caseload, it had an equally large need for an anesthesia partner with the capability to evolve and adapt to the increasing workload. However, the incumbent anesthesia group, while clinically sound, did not provide the daily, after-hours and weekend coverage required to service fully each location. A lack of quality commitment resulted in a low percentage of first case, on-time starts that affected the flow and timeliness of the surgical schedule. Despite the hospital’s good faith to ameliorate the situation, negotiations faltered and the incumbent group terminated its contract.

The Objective

In 45 days, identify and onboard another group, one that would provide maximum coverage, embrace and enhance the hospital’s quality goals, and be a good cultural fit.

The Solution

The hospital identified Somnia as a partner that shared its dedication to improving clinical quality. Somnia’s onsite executive teams assessed the hospital’s staffing and coverage needs, and evaluated costs. The group proposed a staffing model that used a mix of anesthesiologists and certified

registered nurse anesthetists, or anesthesia care teams, to provide greater coverage at a lower cost. The new teams, in conjunction with Somnia’s Clinical Quality Excellence Program, were able to apply a laser-sharp focus on quality performance and outcomes that mirrored the hospital’s own and established the operating room as a center of excellence.

The Results

Somnia was able to recruit top clinicians quickly to staff the new proposed “blended” team model. These teams, with the addition of an anesthesiology coordinator, enabled the hospital to meet its surgical needs and provide better scheduling by providing more coverage for operating rooms, the Post Anesthesia Care Unit, and pre- and post-operative services. Also, the new quality procedures and engaged staff allowed for the elimination of the hospital’s anesthesia subsidy.



SOMNIA, INC.
10 COMMERCE DRIVE
NEW ROCHELLE, NY 10801
877.795.5788

www.somniainc.com