

Practice Assessment and Custom Solutions Generate an Additional \$500,000 in Revenue

A Midwestern ENT practice was struggling to grow their allergy division into a patient-serving, revenue-generating department. With approximately 625 immunotherapy patients and a little more than \$1 million in annual revenue across all locations, the practice knew it was possible to supercharge this ancillary service, but they didn't quite know how.

The Solution



Practice Guidelines

Established a specific clinical practice guideline for allergy services



Team Agreement

All physicians in the practice were notified and agreed to the guideline



Practice Protocols

Created allergy test and treatment order-tracking protocols within their EMR



The Right Patient

Focused on precisely who was and who was not an allergy candidate



Patient Recall

Adopted a patient recall protocol, ensuring patients followed through with all physician orders



Patient Adherence

Enacted patient-adherence protocols, ensuring patients completed their allergy immunotherapy

"Our processes were inconsistent. We didn't have a solid patient-retention mechanism. Between Clarity™ and the Audigy Medical team's support, we have both! **We finally have a process that gives us visibility into all sorts of things we weren't aware of.** The Audigy Medical team's expertise changed everything."

— Physician Assistant, Midwestern ENT practice

The Results



1,031 Patients

The practice's allergy patient base — up from 625



\$1.55 Million

Rise in revenue from \$1.06 million



15 Minutes

Savings on their average testing time