

# USFAS' initiative generates over \$1 million in new revenue by leveraging custom Protocols



Through strategic use of ModMed, we generated over a million dollars from just one ancillary treatment offering. Use of Protocols not only saves time but empowers providers to offer treatments with newfound confidence and efficiency while streamlining large-scale operations to optimize financial health.

**Jonathan Shroyer**  
Enterprise Quality Director



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For Foot & Ankle Specialists of the Mid-Atlantic (USFAS), a significant challenge was streamlining workflows across 200+ practices and 300 providers. As the Enterprise Quality Director for USFAS, Jonathan Shroyer led an initiative to expand a pilot offering into an enterprise-wide program that provides compression garments for lymphedema patients. He used ModMed's platform to implement custom Protocols within the EHR EMA® to help standardize documentation and billing across practices. This standardization helped the practice scale the program, improve patient outcomes, and eliminate the need for a dedicated billing department for this ancillary offering.

Jonathan shared these results:

**Generated \$1M+ in new ancillary revenue**

**Optimized financial health across large-scale operations**

**Simplified documenting with one click**

## Goals

- Standardize and streamline workflows across 200+ practices
- Overcome billing challenges and deploy an offering across the enterprise
- Improve billing compliance and efficiency in dispensing DME

## Results

- Expanded a one-location pilot to an enterprise-wide initiative
- Generated over \$1M in revenue from a single ancillary offering
- Achieved billing efficiency and cost savings by eliminating manual processes

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