

Share program revenue with PCPs for rapid adoption

Lourdes Medical Group began using Vatica in October 2022. Medical Group President Jagraj Rai, MD, championed the effort to **share half the health plan program revenue* with the treating provider**. He worked with Lourdes' legal, finance and operations teams over several months to develop and implement the tracking and payment process.

"I felt it was vital to compensate physicians for their time in reviewing and signing the Vatica record," Dr. Rai explained. "We made that first payment in December 2023, and it's had a huge impact on participation."

Vatica has consistently observed that sharing health plan program revenue with treating providers (and other staff) significantly enhances provider engagement.



Use health plan program revenue to hire needed resources

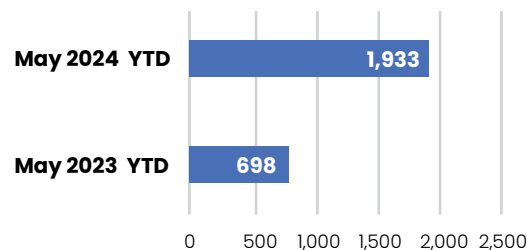
High provider engagement resulted in considerable incentives that **enabled Lourdes Medical Group to hire a badly needed social worker to assist patients** with social determinants of health and related issues.

"Like many practices these days, we are resource starved," Dr. Rai notes. "In the future, we plan to use this revenue to increase our pharmacy and nursing staff. Having a full team is so helpful to PCPs and relieves a lot of the time burden they face."

Quick facts

- Multi-specialty health system based in Binghamton, NY
- Formerly Ascension owned; recently acquired by Guthrie
- 8 participating locations
- 37 participating providers
- 4,653 signed visits since 2022

Completed visits



"We all come to work to take good care of patients. The Vatica solution helps us identify and close care gaps. It helps us relieve the disease burden for our patients and the broader community." - Dr. Rai



Jagraj Rai, MD
President

*Due to more accurate and complete coding and documentation, as well as additional program revenue