



## DOCTIVITY SUCCESS DATA

**CLIENT:** Valley Health in Winchester Va

**PRODUCT:** Doctivity

**SEGMENT:** Physician liaison training and referral target planning

### RESULTS INCLUDE:

In the first quarter of 2018, Doctivity generated 55 new patients for three participating providers, including a vascular surgeon, orthopedic surgeon and an interventional spine specialist.

The Doctivity team developed targeted referring physician strategies for these three Doctivity specialists. Referral sources were identified as splitters and those not currently referring, but mission critical to the organization's strategic growth plan.

Working with Valley Health's physician liaison team to train and execute face-to-face visits with the identified mission critical referral sources, Doctivity generated 55 new patients to Valley Health for the first quarter of 2018.

These new patients represent 25% of the three specialists' entire new patient population for Q1.

The 55 new patients were specifically tied to the Doctivity targeted referring physician strategies, tracked and identified in Valley Health's financial software system as new patients to the system, never seen before.

For more information please contact Cathryn Connolley:  
cell 570.594.7008 | email [cconnolley@systemcarehealth.com](mailto:cconnolley@systemcarehealth.com)