

# trackerPLUS<sup>+</sup>

POWERED BY TILLER-HEWITT HEALTHCARE STRATEGIES

## A Faster, Better Physician Relationship Management Solution

Equip your team with powerful tools for strategic growth. The trackerPLUS Intelligence and Physician Relationship Management (PRM) platform makes it faster and easier to drive revenue and demonstrate value. You will be more effective as you develop and execute your organization's strategic growth and physician engagement initiatives.

Other platforms burden hospitals and physician organizations with lengthy implementations and minimal ongoing support. Tiller-Hewitt delivers stress-free implementation and a team of subject matter experts who provide comprehensive ongoing referral pattern review, liaison workflow expertise and strategic guidance to help you maximize your outreach efforts.

### Focus on Strategic Growth and Accountability with Data Insights



### trackerPLUS<sup>+</sup> MARKET INTELLIGENCE

Integrated referral and volume data that enables timely tracking of volume shifts, allowing you to identify referral leakage in real time, strategically target and respond quickly.

### trackerPLUS<sup>+</sup> PHYSICIAN RELATIONSHIP MANAGEMENT

Seamless activity logging, issue management and customized reports deliver actionable insights for leadership and demonstrates the return on investment for every encounter.

## Your Best Navigation Tool for Strategic Growth

As a best-in-class solution, **trackerPLUS** integrates internal referral and volume data to deliver the right insights at the right time:

- Easily identify shifts in referral patterns and volume in real time at the service line, practice and provider level
- Stop and reverse network leakage as you identify it
- Diagnose the underlying causes, access barriers and capacity issues
- Build accountable action plans for issue resolution

More importantly, **trackerPLUS** helps you proactively target physicians for strategic growth. We arm you with the insights needed to identify opportunities for strengthening referral relationships, optimizing your network and achieving population health goals.

## Save Time at Every Step

From pre-call planning through reporting successful outcomes, every **trackerPLUS** form and tool is designed to save time and increase field activity to drive results and demonstrate value.



### Develop Your Pre-Call Plan

All the tools necessary to effectively prepare for physician encounters are centralized in the **trackerPLUS** Pre-Call Plan feature. Easily and quickly create a pre-call plan and later convert it to an encounter note with just two clicks to avoid redundant data entry.



### Enter Activity in Less than 30 Seconds

Spend less time documenting and more time with physicians. Quick Entry and Issue Logs allow you to enter encounters, activity and issues simultaneously in seconds – from your phone, tablet or computer.



### Identify Issues and Report Results

The simple **trackerPLUS** user interface provides an automatic process to efficiently identify, escalate, communicate and report the successful resolution of issues that create access bottlenecks and growth barriers.

## Prove Value with Custom Dashboards and Reports that Take Seconds to Produce

We built **trackerPLUS** with robust reporting tools that make it easier than ever before to direct your outreach efforts, show the results of your activity and calculate return on investment (ROI).

### Liaison Activity Dashboard

Customizable dashboard widgets allow you to review activity, issues and initiatives at a glance.



### EMR Referral and Volume Data Dashboard

Quickly analyze referral and volume shifts by specialty, practice and provider for any team member or time period.



## Track Activity and Measure ROI with Robust Reporting

With just a few clicks you can easily produce custom reports to show activity and open issues - plus referral and volume shifts by service line, specialty, practice, provider and location.

- All data points can be filtered by hospital, provider and liaison to track individual efforts
- All reports export to PDF or Excel files

## TRACKERPLUS DASHBOARDS AND REPORTS

Dozens of filters keep your finger on the pulse of strategic growth opportunities and threats

### TOP 10 TRACKING

Areas of highest growth and greatest declines by specialty and provider

### ENCOUNTERS AND ISSUES

Liaison-level activity, encounters by purpose and issues by type

### INTERNAL VOLUME REPORTS

Variances by specialty and payor over multiple time periods

### MONTHLY REVENUE REPORTS

Drill down to physician level with monthly, year-to-date and prior fiscal year comparisons

## What Our Clients Say

"By far the most user-friendly system I have seen in over 10 years as a physician liaison and working with liaisons across the country. The customization and customer support are second to none!"

"We can extract and provide leadership with real-time market intelligence."

"The drop down menus streamline entering new data, making follow-up much faster and easier."

"As the manager of a large system with multiple users, we can now track, trend and monitor our efforts by hospital and system-wide!"

"Liaisons always need more time in the field. This makes it easier to keep everyone on the same page, initiatives moving forward and issues getting resolved."

For 20 years, Tiller-Hewitt HealthCare Strategies has partnered with healthcare organizations to consistently deliver strategic growth and measurable results.

## Physician+Hospital RelationsProgram

trackerPLUS<sup>+</sup> MAKEitMATTER  
onboardPLUS<sup>+</sup> MAKEYouMATTER

Tiller-Hewitt Healthcare Strategies designs and executes high-performance programs that drive strategic service line revenue and market share, network optimization, and physician retention for hundreds of health systems, hospitals, population health, and provider organizations nationwide.

We deliver rapid, measurable return on investment by working as partners with leadership, operations and physician outreach teams to hardwire a collaborative culture and build strong programs on the Tiller-Hewitt Pillars: Systems, Data and People.

Learn more at [www.tillerhewitt.com](http://www.tillerhewitt.com), (866) 651-8701 or [info@tillerhewitt.com](mailto:info@tillerhewitt.com).