



ISK

Insall Scott Kelly Institute for Orthopaedics & Sports Medicine



“GO Partners has revolutionized my office... It allows real time coordination between my front office, back office, clinical practice, and billing center. I feel confident that I have optimized my office and reimbursement management, and am very glad I have switched to GO Partners.”

Dr. Giles Scuderi, ISK

Customer Profile: 19 Provider Practice

Location:
New York, New York

ISK, located in downtown Manhattan, is an international leader in the development of new surgical techniques. Over a decade ago, Dr. John N. Insall, world-renowned for his work in prosthetic knee design, joined with Dr. W. Norman Scott, and Dr. Michael Kelly to form Insall Scott Kelly Institute. As the number of patients seeking ISK’s expert care grew, other specialists joined the practice. Dr. Giles Scuderi and Dr. Fred Cushner brought their expertise in knee reconstruction and sports medicine. Later, Dr. Stephen G. Silver, a specialist in shoulder and knee sports medicine also joined ISK. More recently, additional doctors were added to the practice.

Previous System:

ISK Institute has always prided itself on being at the forefront of medical technology. However, the technology employed in their office setting was less that cutting edge. They employed paper charts and used one software system exclusively for scheduling. To make matters more complicated, their external billing service used entirely separate software which did not allow the office any visibility into their reimbursement management. As the recruiting and growth needs of ISK became apparent, the clinic desired a company to partner with as they expanded into a new facility, new PACS system, and expanded fellowship program. Working with an Orthopaedic specific organization made sense to the owners and administration of ISK – and coupled with a desire to increase revenue in a deeply discounted managed fee for service environment, the practice selected GO Partners. Today, the ISK institute is one of the most active and energetic referral sources for GO Partners.

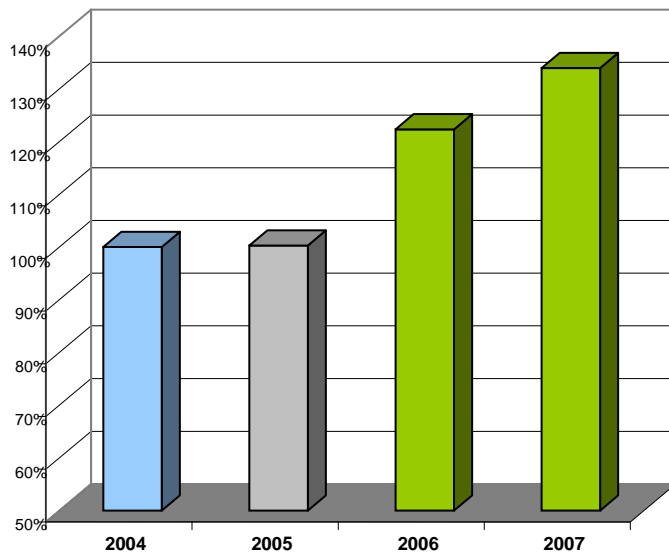


Solution:

Zimmer suggested partnering with GO Partners to implement a new software system which would integrate an Electronic Medical Record system and practice management in one package. GO Partners was also an Orthopaedic specific organization that offered both the new technology they desired for their office and a billing service that operated on the same system as the office, thereby allowing complete visibility into every claim.

Result:

A 34% increase in average monthly revenue, resulting in an additional 2.68 months worth of collections annually. The practice billing costs were also significantly lower and the overall effect of the cost reduction, along with the increased revenue, was a significantly higher profit.



2701 West Main Street
Jefferson City, MO 65109
(877) 345-0678
(573) 893-7111
www.gopartners.net

ISK's desire for growth prompted a search for an Electronic Medical Record system that would meet the needs of their growing office. That search led to the modernization of their office and, indirectly, to increased reimbursement via GO Partners' all in one Ortho Partner Solution.