

# Maine Coast Memorial Hospital



A full-service community hospital located on Maine's east coast. The hospital employs 50 physicians, managing more than 85,000 annual office visits.

## Challenges

- Develop a single source for calculating physician compensation:
  - Compensation based on actual performance relative to productivity as measured by outpatient clinic and inpatient hospitalist shifts.
  - Incentive payments determined by WRVU productivity levels.
- Reconcile compensation paid to compensation earned and ensure compliance with the physician contract.
- Decrease the manual effort associated with preparing compensation files for payroll administration.

Heisenberg II allowed Maine Coast Memorial Hospital to streamline the administration of our primary care physician compensation process. The technology platform has allowed us to create a truly seamless process for assimilating physician compensation data, calculating compensation, thereby significantly reducing the time that is required to manage the compensation plan.

Chris Frauenhofer  
CFO  
Maine Coast Memorial Hospital

## Action

Our client implemented H-II as the single source solution to automate the process for the calculation, adjudication, and reconciliation of the physician compensation. In addition, H2 functionality allowed our client to monitor regulatory compliance and provide real-time feedback to administration on individual physician and group performance under the compensation methodology.

## Result

Client reduced their half-day process every 2 weeks to less than 1 hour, allowing essential staff to focus on other key initiatives.

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**HeisenbergII**

Physician Compensation Software

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