



Physician  
founded and  
led since  
2001

2001-2007

Build an acute care medical group focused on outcomes

2008-2014

Deliver on performance management through proprietary technology and clinical models

2015-2018

Added new service lines and accountability for episodes of care

2019+

Build new value-based partnerships from admission to post-acute utilization



## ABOUT SOUND

For 20 years Sound Physicians has **energized** our partners with talented, motivated physicians, APPs, CRNAs, and nurses who are trained to:

- **Innovate** through an ever-changing healthcare landscape
- **Align** with hospital objectives
- **Provide extraordinary patient care** throughout Sound's acute care episode

Sound's nationwide perspective and real-time visibility across hundreds of programs, provide us with a unique window into U.S. healthcare today, allowing us to help our partners move towards more efficient and effective care delivery and away from more costly efforts which have borne little fruit.



*Alpena has received excellent service from the Sound providers and administrators at a cost that is supported by the performance of the group.*

*—Vic Morgan, Director of Finance, MyMichigan Medical Center-Alpena*



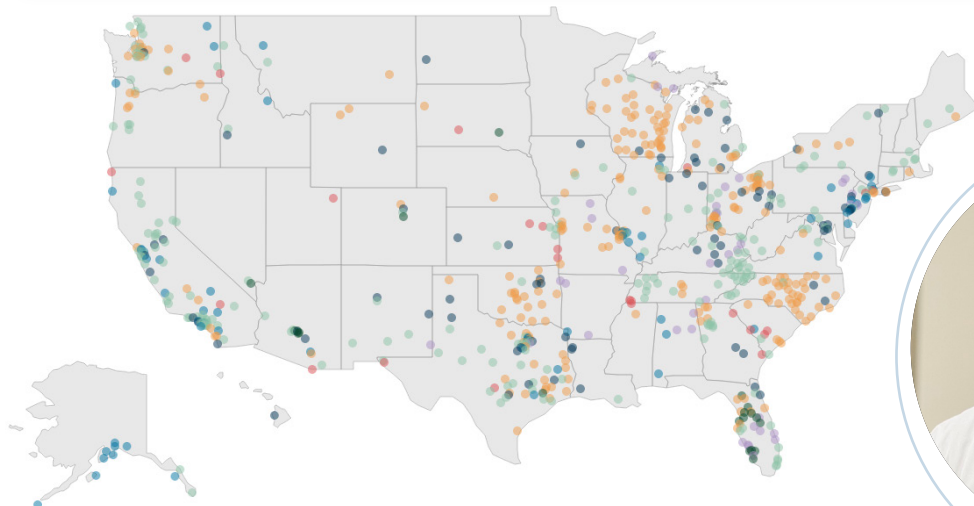
400+  
HOSPITALS

4,000+  
CLINICIANS

40+  
STATES

\$2B  
RISK

1.5M  
PATIENTS



## WHAT WE DO AND WHERE WE DO IT

- EMERGENCY MEDICINE (50+)
- HOSPITAL MEDICINE (300+)
- TELEMEDICINE (370+)
- CRITICAL CARE (100+)
- ANESTHESIA (60+)
- PHYSICIAN ADVISORY SERVICES (225+)

Want to learn more? Visit [soundphysicians.com](http://soundphysicians.com) or email [partnership@soundphysicians.com](mailto:partnership@soundphysicians.com)

# Improving outcomes and decreasing costs in the communities we serve.



## WE KNOW WHAT WORKS AND WHAT DOESN'T.

Many of our clients find Sound to be an invaluable strategic partner when it's time to see around corners and make informed and hugely consequential decisions for their hospitals and communities.



*We are impressed with the engagement and enthusiasm of our local and regional Sound leadership team and Sound provider partners who support a culture of continuous quality improvement, working together with us to achieve shared goals.*

— Kathy J. Weishaar, MD, MMM, FHM CMO, Frederick Health Hospital



***Our job is to make our partners' jobs easier. No surprises. No adventures. Just provide solid, consistent clinical performance.***



## WHAT MAKES SOUND STAND OUT?

### LEADERSHIP

Hospital executives cannot tackle the big challenges they face without energetic clinicians leading the change. That's why Sound invests heavily from day one in providing structured training and coaching to inspire and develop leaders and high-functioning teams. We put a premium on clinician well-being and monitor for burnout, all while instilling a culture of alignment with partner objectives.

### PERFORMANCE

We embed technology into our physicians' workflows to promote consistent clinical excellence and help eliminate unwanted variation. 1:1 coaching and real-time, risk-adjusted feedback with SoundMetrix, our proprietary analytics platform, delivers results for our partners that improves quality, builds reputations, and improves bottom lines.

### AFFORDABILITY

Hospital-based medical practices are expensive and often need substantial subsidies from hospitals to survive. As a result, Sound focuses relentlessly on affordability, from flexing schedules to match day-to-day fluctuations in clinical volume, to engaging our APPs and CRNAs to the top of their license, to helping hospitals reduce denials and get paid appropriately.

### INNOVATION

Since 2015, Sound has managed nearly 1M episodes and over \$10B risk under value-based care contracts. As payers push hospitals to take on more accountability for outcomes around the acute care episode, Sound has a comprehensive approach to deliver value-based outcomes. We deploy telemedicine to the home and SNFs to care for patients after discharge, and take direct financial risk to align more tightly with hospitals.



***After 20 years, we have seen it all and know what works: we have a 94% partner retention rate and a world-class Net Promoter Score of nearly 50.***

**Want to learn more?** Visit [soundphysicians.com](https://soundphysicians.com) or email [partnership@soundphysicians.com](mailto:partnership@soundphysicians.com)