

# REINVIGORATE AND TRANSFORM YOUR HOSPITAL

with our team of physicians, advanced practice providers, and nurses who seamlessly integrate with your unique culture to deliver on your core objectives:

- **Extraordinary, compassionate care for your patients.**
- **A team of clinicians who embraces a new level of rigor and camaraderie.**
- **Financial and operational results that enable your mission.**

***Physician-founded. Physician-led. Patient-centered.***

We're more than 4,000 clinicians taking care of people in more than 400 hospitals across 45 states, and appreciate the nuances and needs of each community, hospital, and patient.

***Our job is to make yours easier.*** Your institution is unique. Your community is distinct. Your culture is your own. And your challenges reflect both broad healthcare trends across the U.S. and your specific realities on the ground. Our job is to proactively identify obstacles and opportunities, with solutions and innovations that deliver world-class hospital medicine.

***As a successful specialty-focused medical practice, we know what works.*** It all starts with a strong, fully staffed team. We're well-versed in the basic blocking and tackling of recruiting, staffing, and managing temporary labor needs. And we step up as your strategic partner — driving change on your highest priorities, transforming your floor culture, and introducing proven management practices finely tuned to your operations.



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We understand better than anyone the linkage between different specialties and what it takes to enhance the profitability of your hospital.

**Greg Johnson, M.D.,**  
CEO of Hospital Medicine, Sound Physicians

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**We get the connection between great care and great financial results.**

We implement and monitor our real-time dashboards to manage costs, staff to volume, improve medical staff satisfaction, and improve critical outcomes like length of stay (LOS), mortality, readmissions, and patient satisfaction.

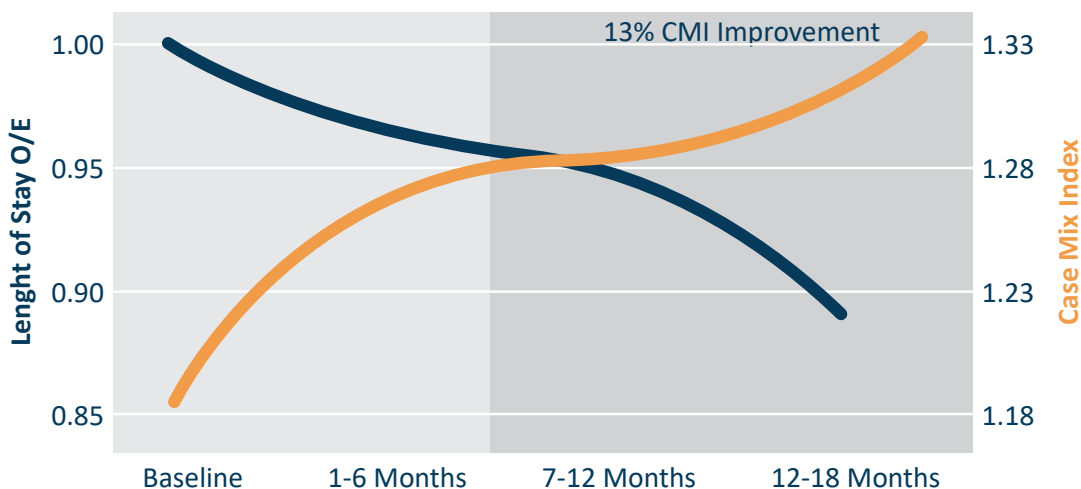
**You get next-level expertise with our physician advisory services.** Our team also includes those of us who are specialists in coding, documentation, and regulation. As physician advisors, we focus on complex and crucial consultation and decision-making for patients. We seamlessly integrate into your workflow and sift through the nuances of payer rules to ensure cases are documented and coded correctly — resulting in fewer denials, improved LOS, and accurate reimbursement.

**We take the risk off your shoulders.** We're so confident in our ability to deliver clinically excellent care that we put meaningful dollars at risk. We also believe in our ability to manage staffing and will take on risk there, too. We understand change is hard, with many stakeholders to please. Which is why for 22 years we've laid a path to success that countless have walked with us: practicing great medicine and standing up high-functioning, cost-efficient hospitalist programs quickly and seamlessly.

**Engaged clinicians make for steady teams.** Stability is vital, and we hire clinicians committed to your community. That's why we pay extra attention to ensure our clinicians are trained to lead, innovate, understand the "why" behind complex decisions, and have a stake in your success. Moreover, we keep close tabs on our own well-being through evidenced-based practices to maintain stable and strong clinical teams.



## The Sound "X-Factor"



Initial focus is a strong team and leader and implementing our performance management system, with immediate improvement in the early days.

Significant acceleration in improvement between seven and 18 months.