



For Immediate Release

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Rehab Consultants Transform Struggling IRUs' Profitability

LENEXA, Kan. (November 4, 2010)—Ever-tightening regulatory changes resonate throughout a health system, creating operational challenges that not only impact margin in the inpatient rehabilitation unit (IRU), but the hospital's bottom line. B. E. Smith now provides a solution: on-demand rehabilitation advisory services that rapidly discover, assess and recommend resolutions to improve performance, including financial.

"With the pace of regulatory changes today, timing and responsiveness are everything for rehab leaders. Our [rehab consultants](#) guide leadership to adapt their operation to the impact of change while sustaining and even improving performance," said Deirdre Byrne, senior vice president, interim and consulting services, B. E. Smith. "Our goal is that each of our clients provide patients with the right care at the right time in the right way at the right cost."

B. E. Smith's rehab consultants are experienced rehab advisors who also serve clients as interim leaders when needed. In just four weeks, B. E. Smith performs an in-depth evaluation of the IRU, provides specific recommendations for improvement, and develops a quantifiable action plan to drive implementation and produce results.

Case in point: at one 70-bed IRU, leaders reacted to tightening regulations by narrowing their interpretation of admission criteria. This reaction led to unnecessary denial of patients who were qualified, resulting in a decline in IRU census. B. E. Smith's Rita Green evaluated and redesigned the patient intake process to ensure accurate and rapid admission of eligible patients. The results were an increase in IRU census; decreased length of stay for the hospital's acute patients; increased physician and family satisfaction with the hospital and the IRU; and a positive financial impact.

"I believe that rehab services make patients' and families' lives better, should produce clinically and economically, and that these are achievable results for every IRU. I partner with IRU and health system leaders to accomplish this," Green said.

About B. E. Smith:

Founded in 1978, B. E. Smith is a full-service healthcare leadership solutions firm. B. E. Smith's comprehensive portfolio of services includes Interim Healthcare Leadership, Permanent Executive Placements and Consulting Solutions. Clients are served by notable, seasoned healthcare leaders who bring solutions that address client-specific needs and produce tangible results. B. E. Smith maintains the largest database of healthcare leaders, and annually places hundreds of leaders in healthcare organizations across the country. For more information, visit www.BESmith.com or call 877-802-4593.

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