

# THE IPC ADVANTAGE



YOUR LOCAL PRACTICE  
OUR NATIONAL RESOURCES



The Hospitalist Company

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# The IPC Advantage

## About IPC

IPC The Hospitalist Company, Inc. is a leading national provider of hospitalist medicine services. Founded in 1995 by current Chairman and CEO Adam Singer, M.D., our 800+ affiliated providers manage the care of hospitalized patients in more than 300 facilities across the U.S. IPC delivers physician-driven, facility-specific solutions to improve quality and costs related to inpatient care, to the satisfaction of both patients and medical staffs. IPC provides its affiliated hospitalist practices with the comprehensive recruiting, training, information technology, and management support systems necessary to perform effectively and efficiently in today's complex environment.

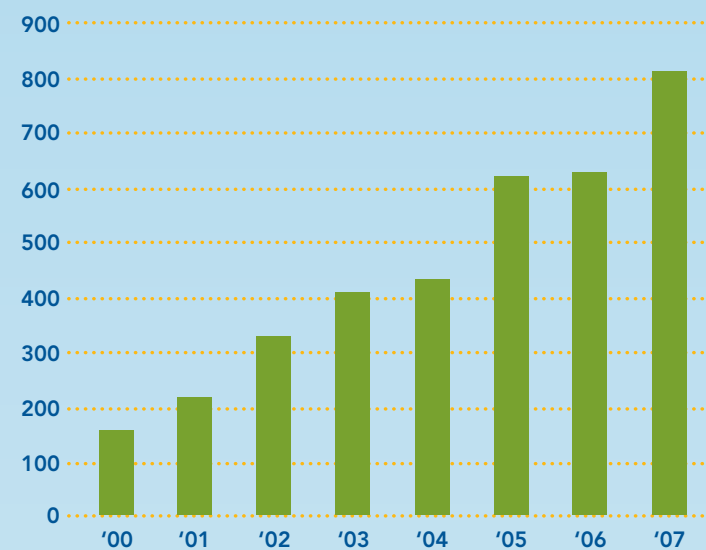
## A Solid Record of Performance

IPC is the largest hospitalist-focused company in the U.S., with more collective hospitalist experience than most, if not all, other hospitalist groups. Our early entry into this emerging field of medicine has enabled us over time to build a solid reputation for quality, innovation and operational excellence. Our experience in hundreds of facilities – from large tertiary teaching hospitals to small community hospitals, LTACs, and SNFs – helps us understand both the common success factors and the individual nuances in hospitalist programs. And our experience in selectively partnering/merging with other established groups helps unite local strengths and relationships with our national infrastructure and experience base.

## Recruiting and Staffing

The increasingly competitive environment for hiring top quality hospitalists requires a focused and comprehensive recruiting program. IPC's dedicated staff of recruiting professionals maintains a nationwide presence to effectively identify and hire candidates for each of our local practice groups. Our recruiting activities include national print and internet advertising, exhibiting at professional conferences, speaking at selected residency programs, and coordinating efforts with our client hospital's recruiting departments. Our hospitalists and administrative staff work closely with the IPC recruiting team to ensure the optimal staffing levels for each of our local practice groups. It is our philosophy that healthcare is delivered locally, and we work hard to understand the unique requirements that will guarantee success for both our existing physicians and their future partners.

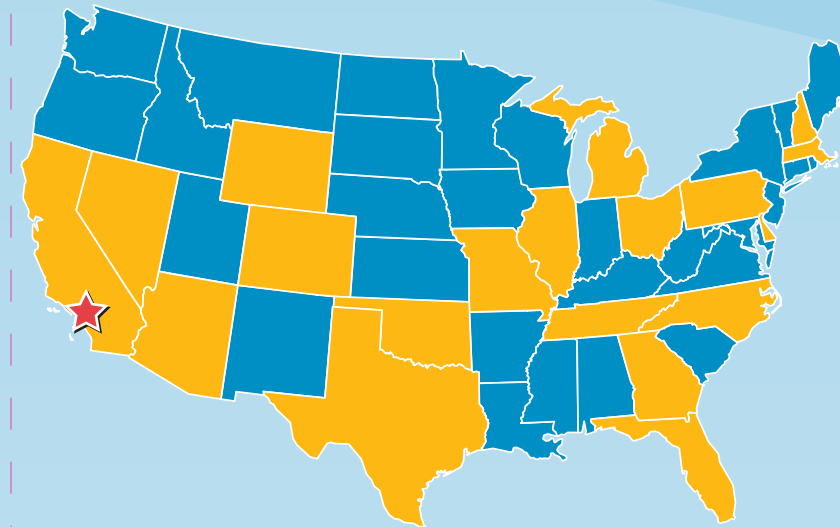
IPC Affiliated Providers



## Training and Education

IPC believes that hospitalist training and education is a critical and rapidly evolving priority, so we have developed formalized programs to meet the needs of hospitalists at each stage of their career. Our new-hire training program, for example, teaches basic hospitalist management techniques such as appropriate billing and medical record documentation, risk management, and healthcare economics. New hires also participate in our hospitalist mentoring program, in which they are partnered with experienced hospitalists in their practice group. For both new and more experienced hospitalists, IPC also provides online CME programs designed to maintain and enhance skills in other key areas. Additionally, we sponsor regional and national leadership conferences for our hospitalists to facilitate better communication and sharing of best practices with their IPC peers.

IPC provides hospitalist services in over 300 facilities from coast to coast



## Transition Management

Safe and effective transition of the discharged patient to a primary care physician is central to the IPC philosophy. Through our IPC-Link® information management system, patient admission and discharge notifications are automatically faxed to the patient's primary care physician and/or specialist. We also operate our own post-discharge call center, where nurses and case managers attempt to contact every patient within 48-72 hours of discharge to home to discuss and document the patient's condition and successful transition back to outpatient care. Our call center staff will intervene on the patient's behalf if assistance is warranted, resulting in improved outcomes and high patient satisfaction. All transition management survey and intervention results are automatically faxed to the patient's outpatient physician.

## A Commitment to Continuous Quality Improvement

IPC recognizes the importance of defining, monitoring, and achieving hospitalist performance metrics. IPC-Link generates a flexible array of online reports that track key metrics such as physician productivity, length of stay, readmission rates, patient satisfaction scores, and CMS core measures. We continually review these metrics both internally and with our clients to ensure that program objectives are being met and that issues are identified and addressed without delay.

## IPC-Link®: The Technology Edge

Designed by and for IPC hospitalists and now in its tenth year of operation, IPC-Link is among the most widely adopted, comprehensive, and sophisticated hospitalist management software tools in use today. Hospitalists access IPC-Link through our web-based "virtual office" portal on a daily basis to support their clinical, administrative and communications needs. IPC-Link helps hospitalists track important patient management data, communicate with referring physicians, track key statistics important to the practice and bill for their services. IPC-Link also serves as their one-stop resource for online CME, email, company news, reference materials, benefits administration, and more.

## IPC Drives Results

Our innovative technology, thirteen years of experience, scale of operations and strong financial resources have helped us establish and grow strong hospitalist practices across the country. As a result, IPC's physicians enjoy highly competitive compensation, solid company benefits, and the management infrastructure to allow them to focus on the practice of excellent hospitalist medicine. IPC's clients enjoy the benefits of customized and cost-effective hospitalist programs, focused on the most important issues and metrics for their facility. Contact us today to learn more about how IPC can partner with your facility or existing hospitalist practice, to deliver the services and results that best meet your needs.

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Visit our web site at: [www.hospitalist.com](http://www.hospitalist.com)

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