



# BY THE NUMBERS

PHYSICIAN RELATIONS

POWERED BY ENDEAVOR ANALYTICS

## Explore how peer organizations are investing in Physician Relations

**SHSMD By the Numbers: Physician Relations** provides valuable comparative data for Physician Relations functions. Leaders can use this benchmarking data to inform decisions about organizational structure, strategic direction and levels of investment. Benchmark against your peers with this unique tool which shares data related to outreach, marketing and operations.

### KEY INSIGHTS

#### What physician relations area(s) needs the most attention?

- Compare budget allocations
- Identify trends in budgeting investment
- Compare incentive structure for FTEs
- Study different approaches to measuring ROI

#### How are physician relations functions optimizing limited resources?

- Compare organizational hierarchies
- Identify budget and authority sources
- Examine the scope of capabilities included in physician relations functions
- Identify the specific responsibilities of each capability

#### How do I compare with systems like me?

- Study best practices and technologies that assist physician relations
- Understand centralization of physician relations responsibilities

### FOR MORE INFORMATION REACH OUT TO:

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