



ColumbiaHeartSource

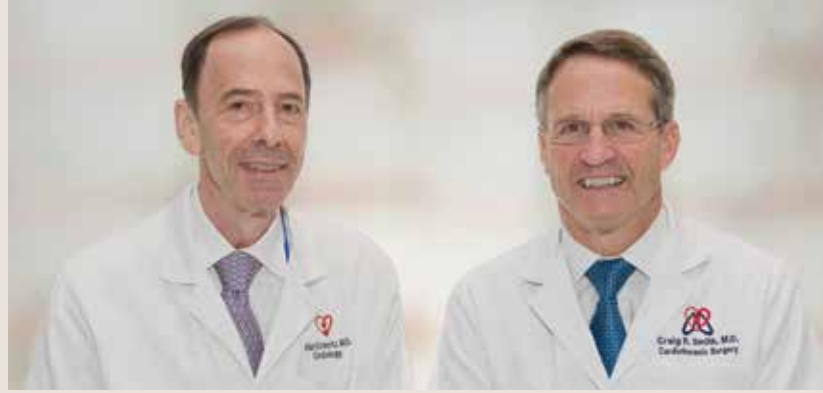
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*Growth &
Management Expertise
for Cardiovascular
Care Programs*



ColumbiaHeartSource



Allan Schwartz, MD

Craig R. Smith, MD

Greetings

We would like to introduce you to Columbia HeartSource, a management services organization established at Columbia University in 1997. Columbia HeartSource has worked with more than 25 hospitals of varying sizes and exhibited success in building programs from the ground up, saving programs at risk of closing, and enhancing existing programs needing support to expand into areas where they had little or no program development. Our team is comprised of senior healthcare providers, administrators, and professionals whose expertise in evaluating and implementing quality improvement programs is second to none with demonstrated patient and quality outcome improvement.

We provide a full spectrum of program evaluation, implementation, faculty recruitment when necessary, and ongoing support. We offer a robust, real-time, and customizable database that is capable of reporting directly to agencies, as well as providing information for physicians and administrators looking to monitor day-to-day operations and clinical quality.

Columbia HeartSource prides itself in building and maintaining relationships with hospitals looking to enhance their own programs. Our primary mission is to collaborate with our clients, supporting them as they confront the challenges of the ever-evolving healthcare environment. Access to research opportunities, physician education, and innovative therapies enable our affiliates to provide the highest level of patient-centered care while navigating quality-focused reimbursement requirements.

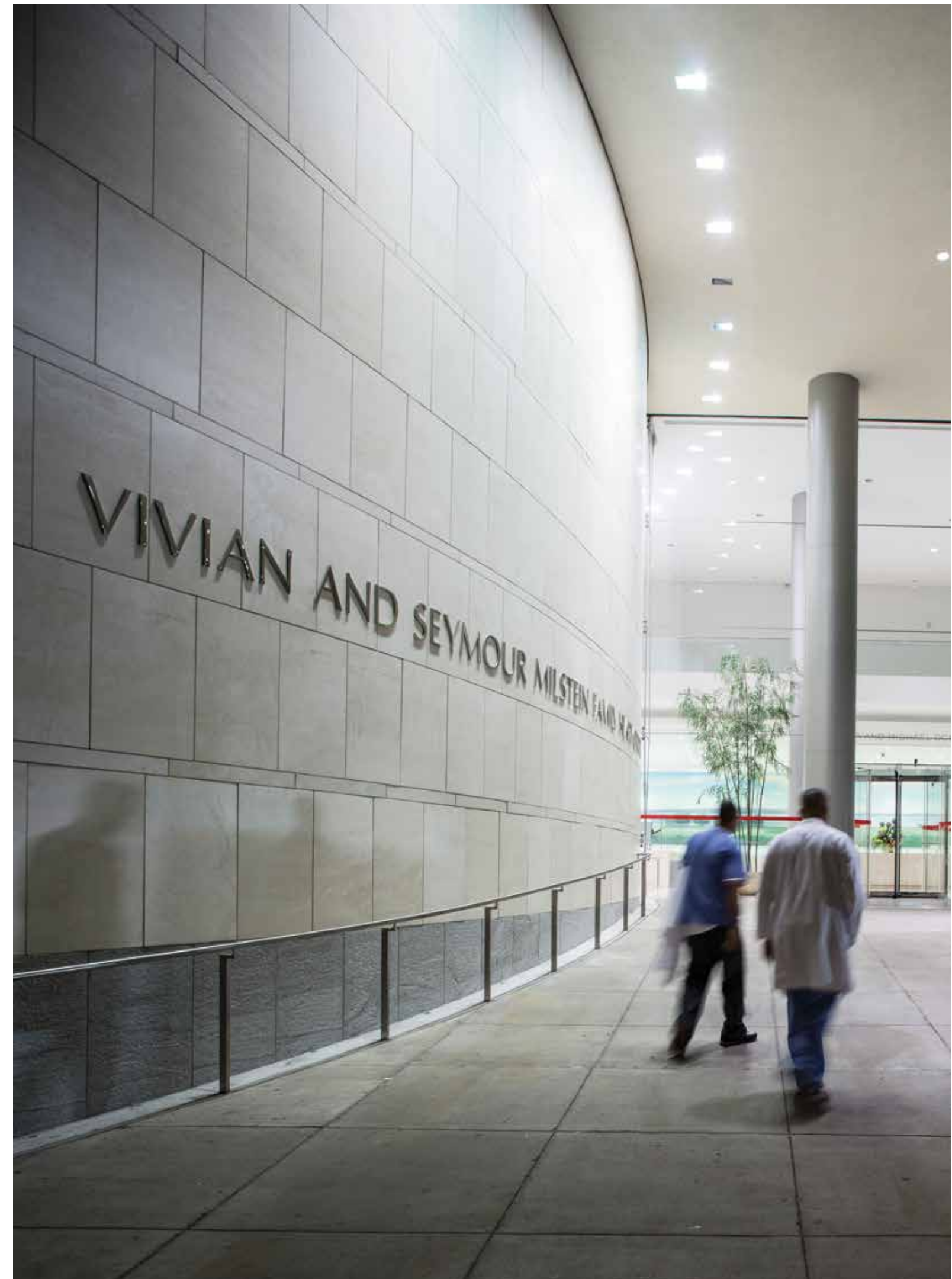
Sincerely,

Allan Schwartz, MD

Chief, Division of Cardiology
Physician-in-Chief, Vivian & Seymour
Milstein Family Heart Center
Vice Chair, Department of Medicine
Seymour Milstein and Harold Ames Hatch
Professor of Clinical Medicine
NewYork Presbyterian Columbia University Medical Center

Craig R. Smith, MD

Chairman, Department of Surgery
Surgeon-in-Chief, Vivian & Seymour
Milstein Family Heart Center
Johnson & Johnson Distinguished Professor
Valentine Mott Professor of Surgery
College of Physicians & Surgeons of Columbia University
NewYork Presbyterian Columbia University Medical Center





Photography © Mark Jenkinson

Evaluation, Strategy, Development, & Implementation

Columbia HeartSource is a management services group at Columbia University Medical Center that specializes in helping hospitals build new cardiovascular care programs or enhance already existing programs. Our services, delivered by clinical departments at Columbia University Medical Center, draw upon experts in virtually every field of cardiovascular medicine and cardiothoracic surgery.

Columbia HeartSource has well over 15 years of experience working with hospitals in managing and revitalizing their programs. Our goal is to enable our affiliate members to confront the challenges of staying current, keeping up with research and innovation, and providing a high standard quality of care—all while paying attention to the bottom line. Columbia HeartSource currently holds management service agreements in more than 8 states.

“The collaboration with Columbia HeartSource combines the strengths of both organizations and has given our patients accelerated access to state-of-the-art technology, research, and the latest innovations in cardiac care”

— Gwen MacKenzie, President & CEO,
Sarasota Memorial Health Care System



Member Services

Columbia HeartSource delivers expertise in the areas of healthcare-related strategic planning, financial management, clinical care, quality assurance, real-time database reporting systems, and recruitment of clinical leadership. Depending on your hospital's needs and long-term strategy, Columbia HeartSource can partner with you at any phase in the development of your cardiovascular program.

Services we provide encompass:

Business Development

- Strategic planning for future growth, including in-depth analysis of local and regional cardiovascular programs and identification of new cardiovascular services and opportunities
- Service-line development and guidance in evaluating opportunities for building partnerships with physician networks
- Leadership for implementing clinical and cultural transition and change

Recruitment

- Assistance in recruiting highly capable cardiologists and cardiac surgeons
- Validation of clinical competencies and credentials of potential candidates or recruits





“Our collaboration with Columbia has had profoundly positive effects on faculty recruitment, accessibility to research, fellowship education, clinical quality, and our perception within our hospital and our community.”

— Gervasio Lamas, MD FACC FAHA FESC
 Chairman, Department of Medicine
 Mount Sinai Medical Center – Miami



Clinical Supervision and Support

- Clinical evaluation and guidance to improve outcomes and reach maximum efficiency
- Comprehensive review of clinical protocols, staffing patterns, workflow, and clinical pathways within existing facilities

Quality Assessment/Improvement

- Access to the Columbia HeartSource quality management database, a robust system that continuously monitors clinical and operational activity and enables programs to take a proactive role in quality improvement
- Implementation of quality assessment/improvement infrastructures that maximize success in an institution’s market and regulatory environment
- Guidance in establishing customized policies and procedures
- Oversight of quality improvement programs for physician and nursing staff

Education and Research Development

- Analysis of clinical research infrastructure and assistance with its development
- Site-specific needs-assessment of current staff development and educational opportunities
- Education, training, and mentoring for physicians, nurses, and allied health professionals
- Access to regular CME-accredited educational conferences at Columbia University via interactive teleconference for physicians, nurses, and allied health professionals in all cardiovascular disciplines
- Access to Columbia University’s extensive program of biomedical and device-oriented clinical trials



Columbia HeartSource

The cardiovascular programs at Columbia University Medical Center are among the most respected in the world, featuring a well-established division of cardiology, pioneering interventional cardiologists, an innovative electrophysiology program, the leading heart failure and transplant program in the United States, and a premier adult and pediatric cardiovascular surgical and hybrid program. Columbia's cardiovascular clinical services have received top marks year after year in U.S. News and World Report. This clinical expertise and excellence in cardiovascular medicine is applied to our work developing affiliate members' cardiovascular programs.

Next Steps

Columbia HeartSource's objective is to help you build the most effective program for your institution within the current market and regulatory environment.

For further information, or to arrange an evaluation of your institution please contact:

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