



## JEFFERSON JAMES CONSULTING CASE STUDY

Providing a replicable business model and management system for a mobile medical practice.

### OBJECTIVES

A mobile medical practice wanted to scale their operations by expanding into multiple cities and creating a sellable blueprint to other practices, all while improving client care and increasing appointment availability.

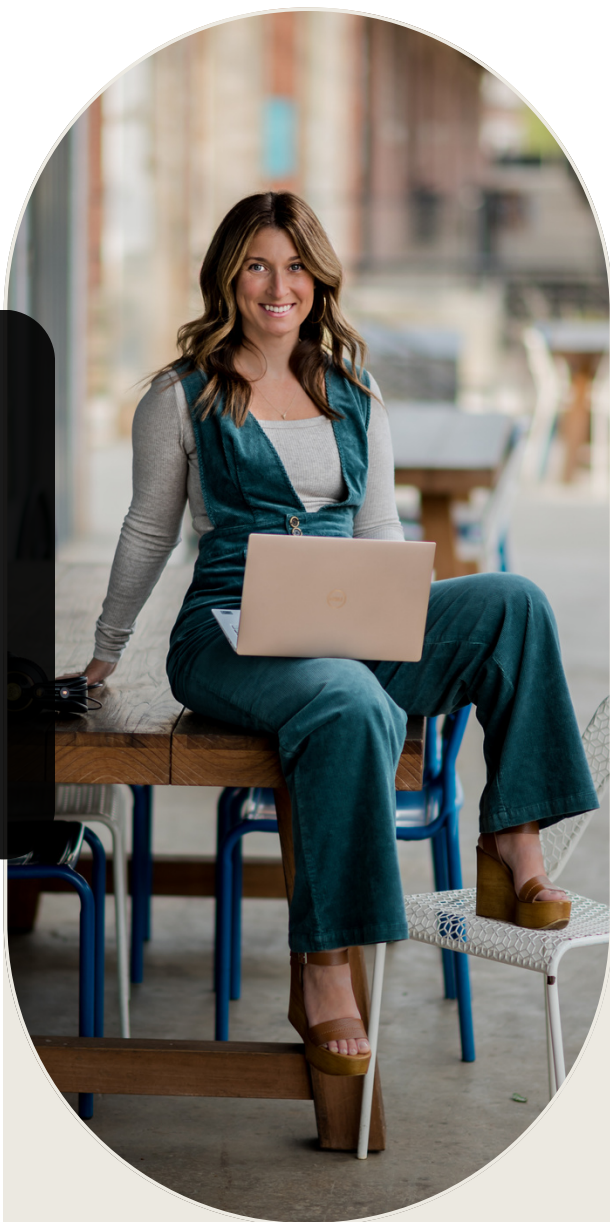
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**"Where we had an absence of systems, Danielle created them. Where our systems were haphazard and not standardized, she improved them. From our first meeting, she asked bullseye targeted questions to get a crystal clear picture of how I wanted to grow and improve my business model."**



### CHALLENGES

- Providers had flexible schedules and no minimum hour requirements
- Lab turnaround times needed to be faster while still allowing providers to see patients
- Patient data entry was manual and in multiple systems



## RESULTS

- Elimination of 1 FTE hire for manual patient data entry (~\$40k/year)
- Nominal patient visitation fee increase to fund full-time payment structure of multiple providers
- Addition of courier role to streamline lab processing
- Fully documented processes, procedures and management routines resulting in investor interest

## SOLUTION

An end-to-end overhaul of the practice's operational model including:

Personnel, Pricing  
Structure, Procurement,  
Patient Visitation, Lab  
Processing and Technology.

"Working with Danielle has completely transformed almost every aspect of our operations."

At the onset of the engagement, the practice's CEO + Chief Medical Officer had little consistent staff and process support.

By the end of three months together, her business was organized as a sellable blueprint. And one year later, operational in multiple cities.

## CONTACT

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