

## ABOUT SOMNIA ANESTHESIA | AT-A-GLANCE



Local Teams. National Support.  
Exceptional Results.

**WHO WE ARE** Founded in 1996 by practicing anesthesiologists, Somnia Anesthesia is the largest privately held full-service anesthesia solutions company, providing support in all areas of anesthesia, including leadership, recruiting, revenue cycle management, payor contracting, quality assurance, billing and credentialing. Still owned and operated by physicians, we provide locally recruited anesthesia teams supported by an unmatched national infrastructure that delivers the economies of scale our clients demand, and the optimal coverage they need to positively impact revenue and elevate customer satisfaction levels. From Level I trauma centers to small community hospitals, and from surgery centers to office-based practices, our clients cross the institutional spectrum.

**WHAT WE DO** Because Somnia does not outsource any administrative functions and limits its scope to anesthesia, we are able to concentrate on clinical excellence and ongoing performance improvement.

Our focus on quality, safety and reliability means our comprehensive, turnkey anesthesia solutions leave little to chance. Our deep understanding of both sides of the business—clinical and financial—enables us to assemble and efficiently manage anesthesia departments of any size.

Our senior leadership comprises in-depth, practical knowledge of both the delivery and the finances of anesthesia. That blended expertise enables us to identify challenges particular to a facility and to respond by customizing a staffing model that eliminates inefficiencies. Whether the issue is inadequate provider recruitment, retention, or benefits coordination, or a challenge that rests in lackluster payor contracting or revenue management, Somnia will provide the cost-effective solution that leads to better anesthesia coverage, improved leadership and stronger collaboration.

**CLINICAL SERVICES** Somnia assembles highly skilled, dedicated anesthesia teams that bring with them the experience and expertise needed to properly care for patients undergoing surgery. Competencies include sedation, general anesthesia, complex airway management, acute pain nerve blocks, spinal anesthesia, epidural anesthesia and invasive monitoring, as well as other techniques and modalities needed to support the patient base. Our on-site anesthesia director has accountability and responsibility for day-to-day operations, including scheduling, training, revenue management and tracking, and ongoing department management, as well as for guaranteeing the utmost satisfaction of patients, surgeons and nurses involved in every care event.

Our chief medical officer manages and works closely with the clinical team. Additionally, our Medical Advisory Board plays an active role in ensuring that superior clinical quality, performance and patient care are provided throughout every facility in which Somnia operates. That promise is backed by our corporate Quality Assurance Department.



## ADMINISTRATIVE AND BUSINESS MANAGEMENT



Somnia Anesthesia helps our clients reduce expenses and subsidy, enhance revenue streams and improve quality—all of which derive maximum value from the OR.

**RECRUITMENT** Working closely with our clients, Somnia's strong Recruitment Department successfully meets each facility's distinct staffing needs. It is always our goal to retain existing anesthesia staff, and we make every attempt to do so. We are extremely proud of the fact that throughout our history, it has never been necessary for any of our client facilities to close an operating room due to insufficient or inadequate anesthesia staffing.

**PATIENT BILLING** Somnia approaches revenue management with acute financial insight. We adhere to HIPPA guidelines in establishing an exchange of patient information between our clients and us. Using a read-only virtual private network (VPN) reduces both the reliance on personnel and the shortcomings of paper-based transmittals. We use the industry gold standard in billing software, enabling us to check patient eligibility in real time during the charge-entry and coding processes, and benchmark revenue management potential against MGMA data. Our process is transparent, and our billing reports are available for client review.

**CONTRACTING** Somnia's national presence, combined with its in-network philosophy, enables our Managed Care Contracting Department to create economies of scale for our clients. Prior to launching a project, Somnia completes its due diligence, making every effort to contract with all relevant payors. While we may not be able to eliminate every unanticipated scenario, we strive to create financial projections appropriate to each institution.

**SCHEDULING** Appreciating that all medicine is local, Somnia uses Web-based software to schedule locally based clinicians. On-site anesthesia departments manage their daily schedules and track all data to better assess productivity and facilitate vacation scheduling. We use a robust scheduling tool that provides a second portal on which credentialing information is hosted and dashboards are displayed.

**CREDENTIALING AND PRIVILEGING** Somnia's Credentialing Department uses powerful software that provides a paperless and efficient interface between payors and facilities. We hold delegated credentialing status with approximately 75 percent of the managed care organizations with which we currently participate. Although The Joint Commission does not permit delegated credentialing of facility medical staff, Somnia works closely with hospital credentialing offices to collect any requisite documentation prior to credentialing committee meetings.

**QUALITY ASSURANCE AND RISK MANAGEMENT** Somnia's policies, procedures and protocols reflect industry standards, remaining current and applicable to hospitals, surgery centers and office-based ORs. Having been accredited by the AAAHC for more than a decade, Somnia expects to complete the NCOA and Joint Commission surveys over the next 18 months. Accreditation by all three will represent an industry first.

Our multitiered QA Program includes both incident- and surveillance-based peer reviews. More than 31 data points are collected for each patient to whom we provide anesthesia; we track and trend the results of these quality indicators, benchmarking them against internal and external sources.

Somnia's Medical Advisory Board regularly reviews QA reports, sharing them with respective facilities. The QA data we collect enables us to identify areas that require adjustments in service. Continuous surveying of patients, surgeons and nurses allows us to achieve the highest level of satisfaction. Our Clinical Performance Improvement Program considers the results of our initiatives with anesthesia practitioners, allowing them to achieve personal performance excellence. Somnia encourages continuous education and professional development, requiring our clinicians to complete 25–50 CMEs a year.