

Expanding networks and addressing shortages with virtual care providers



About Zivian Health

[Zivian Health](#) makes clinical collaborations more productive via a convenient and secure platform, regulatory expertise, and an empowering clinical community. They empower virtual care organizations by matching clinicians with physician collaborators qualified to supervise them in every field, clinical interest, and state. This ensures comprehensive care delivery and enhances the capabilities of virtual care providers.



The opportunity

- Utilizing virtual care services strengthens healthcare networks and partnerships by ensuring patients receive comprehensive care within the network. Thus, it reduces out-of-network leakage, supports continuity of care, and enhances patient retention.
- By leveraging Zivian's extensive network of physician collaborators, health systems can expand their service offerings, address clinician shortages, and improve patient satisfaction.



The challenge

- Health systems often struggle to maintain patient continuity of care and minimize out-of-network leakage due to limited access to specialized providers and lengthy wait times.
- Ensuring comprehensive care within the network is complicated by clinician shortages and regulatory compliance issues, leading patients to seek care from out-of-network providers and resulting in fragmented care and increased healthcare costs.



The approach

- Zivian matches clinicians with qualified physician collaborators across various specialties and states to build comprehensive provider networks, ensuring patients receive specialized care within the network.
- Zivian's expertise in regulatory compliance ensures that all collaborations meet state and federal guidelines, providing a secure and reliable framework for virtual care delivery. The platform facilitates seamless communication and coordination between virtual care providers and their collaborating physicians, enhancing the efficiency and effectiveness of patient care.



The success

- ✓ Zivian's platform optimizes healthcare resources by:
 - Ensuring that health systems can offer a broader range of services without significant investment in physical infrastructure, address clinician shortages, and meet patient demand.
 - Reducing wait times and barriers to specialist care, allowing patients to receive timely and appropriate care.
 - Efficiently integrating virtual care resources that lead to cost savings for health systems, allowing them to allocate resources more effectively and improve financial performance.
 - Enabling healthcare enterprises to quickly activate and scale their provider workforces while efficiently overseeing healthcare compliance and quality assurance, saving thousands of dollars on exorbitant legal, administrative, staffing, and operational costs and reducing turnaround times on these tasks from weeks to days.

“ Zivian's mission is provider enablement for individuals and organizations. We believe that improving compliance measures, quality assurance, upskilling and education, and the provider experience ultimately supports healthcare's most important stakeholders: patients who need care.

— **Rafid Fadul, M.D.**

CEO, Zivian Health