

Southeast Health System Transforms Retrospective CDI Program Achieves **500% Growth in 18 Months**

CASE STUDY

Transforming a Retrospective CDI Program

Southeastern USA

Started with just five consultants

Program grew to over 30 within 18 months

Recruited top-tier talent and streamlined processes

Permanent hires developed into leadership roles

Significantly improved efficiency and outcomes

SUMMARY

Medovent Solutions partnered with a Southeast Health System to transform their Retrospective CDI Program, addressing challenges in staffing, IT integration, and policy development. **Starting with just five consultants, the program grew to over 30 within 18 months, driven by Medovent's ability to recruit top-tier talent and streamline processes.** The client, dissatisfied with a previous vendor, recognized Medovent's exceptional performance, resulting in permanent hires into leadership roles and expanded support for their concurrent CDI needs. This collaboration significantly improved the program's efficiency and outcomes.

CHALLENGES

- **VENDOR DISSATISFACTION**
The client's previous vendor struggled to provide qualified Retrospective CDI consultants, leading to staffing shortages and unmet expectations.
- **SCALING THE TEAM**
The health system required rapid expansion to meet growing demands.
- **IT INTEGRATION ISSUES**
Consultants faced technical challenges during onboarding, such as VPN login delays and remote access complications, impacting productivity.
- **POLICY & PROCEDURE GAPS**
The lack of established policies and streamlined processes hindered the efficiency of the program in its early stages.

MEDOVENT'S SOLUTIONS

500% Growth in 18 Months

In partnership with Medovent Solutions, a Southeast Health System transformed their Retrospective CDI Program, resulting in permanent hires into leadership roles and expanded support for their CDI needs. 5 consultants grew to over 30 within 18 months. Here's how we did it:



Recruited Top Talent

Leveraged our extensive network and industry expertise to identify and secure top-tier consultants, using proprietary research and strategic sourcing to fill positions ahead of competing vendors.



Streamlined Processes

Resolved recurring VPN and remote access challenges with internal collaboration and specialized hardware, significantly reducing onboarding time and accelerating consultant productivity.



Developed Policies

Worked with client leadership to refine workflows, establish a structured vetting process, and better prepare candidates, leading to smoother transitions and a higher consultant success rate.



Expanded Consultant Team

Built trust through high-performing consultants, strategically scaling the team from 5 to 30 in 18 months while maintaining quality, efficiency, and alignment with the client's evolving needs.



Enhanced Relationship

Earned client confidence, resulting in multiple consultants being hired permanently—including into leadership roles—and expanding our support beyond retrospective CDI to concurrent CDI staffing needs.



At Medovent Solutions, we don't just fill positions—we build partnerships. Our strategic approach ensures that every consultant we place drives meaningful impact, helping our clients achieve long-term success.

- Chris Aulizio, CSO



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