

## Why a hospital administration does and does not want a hip fracture service

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To develop a hip fracture service, it is critical to have the full enthusiasm of hospital administration. Resources, including hospitalists, IT, access to data, therapists, coordinators are critical to developing a well-functioning service. In developing a plan for administration, it is important that the physician develop a business plan that can be delivered quickly and succinctly to the hospital C suite.

Reasons that hospital may be in favor of a developing a fracture service include

- To make money when they are currently losing it
- To improve quality metrics is, they are not currently doing a good job
- To develop a signature program with accreditation that can create more business
- They are currently in the CJR/ SHFFT bundled payment program and highly likely to lose money without improvements in hip fracture care

Reasons that a hospital may not be in favor of a developing a fracture service include

- Low case volume (not indicated if < 50 cases, only makes money when >300 cases per year)
- Not enough operating rooms for early surgery
- Not enough hospital beds to support hip fracture growth
- Unreliable surgeons
- Unreliable medical support
- The hospital is losing money and cannot support any new programs

In conclusion, it is important to understand why or why not a hospital may be in support of a hip fracture program. This information is critical when presenting a pitch for a hip fracture service to hospital administration.

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