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New Mexico
Hospital Association

HealthXnet[®]

Hospital Services Corporation- February 2020

JACKSON
Physician Search

Four Ways that New Mexico Healthcare Organizations Can Improve Physician Recruitment ROI

With the ongoing physician shortage creating extreme competition for the recruitment of physicians across specialties, it's more important than ever that healthcare administrators and recruiters fully understand their recruitment costs and the impact time-to-fill has on revenue. In New Mexico specifically, there are 214 active patient care physicians per 100,000 population, or 4,481 total. This physician-to-population ratio ranks 36th in the United States according to data from the AAMC 2019 State Physician Workforce Data Report. With 38.5% of those providers having already reached age 60 or older and only 7% available due to turnover, recruiting in New Mexico is often more challenging than in other states.

Because patient care and physician revenue can be at risk, healthcare organizations should look at recruitment costs as an investment, calculating their returns, and taking certain actions to improve ROI and time-to-fill. To learn more about calculating physician recruitment ROI as well as four ways to improve it, read Jackson Physician Search's article: [**Physician Recruitment ROI and What it Means to Your Organization**](#) You can also quickly determine how reducing time-to-fill impacts your bottom line by trying out Jackson Physician Search's new [**Physician Recruitment ROI Calculator**](#).

HealthXnet Eligibility and Claims Information

Patient satisfaction is critical to any healthcare organization, including ours. Here at Hospital Services Corporation, we continuously strive to improve our processes based on your feedback. We have developed a new HealthXnet portal that will enhance your team's user experience and is scheduled to go live in early 2020. HealthXnet was developed to streamline the flow of healthcare information and determine eligibility and benefits quickly and efficiently. The healthcare industry is competitive, and we understand how critical accuracy, effectiveness, and efficiency are when it comes to a positive patient experience. HealthXnet can help your team make a great first impression by saving your patients valuable time.

Unemployment Compensation Claims Management

Unemployment compensation is one of the more complex uncontrollable expenditures that employers experience. As the unemployment rate continues to drop, the pool for qualified healthcare candidates becomes more challenging, which could lead to employers making some unfit hires. Also, we see some uncertainty in the political climate as it relates to healthcare. This uncertainty can prompt the need to address fiscal responsibility, which may lead to a downsize in workforce. When this occurs, an employer needs their team to have the tools and confidence to tackle the claims that will undoubtedly come their way. Hospital Services Corporation's unemployment claims management service has developed a new portal designed to be efficient in communicating with your team regarding claims, hearing procedures, and regulatory compliance. We emphasize fiscal accountability to avoid unwarranted expenses to you, the employer. We are confident this new system will give your staff the support they need to navigate the unemployment compensation process with confidence.



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