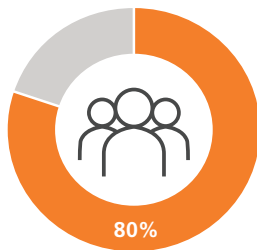


# Outsourcing to expert partners is becoming a winning strategy for many organizations

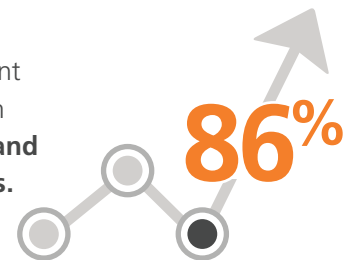


C-suite, hospital boards and senior managers from 709 hospitals responding to a recent **Black Book Market Research outsourcing user survey**. Respondents reveal that high-visibility initiatives are demanding more outsourced services to free up resources.

Approximately **80 percent of hospitals leaders** said they were **vetting or considering outsourcing** full revenue cycle management by 2019.



Demand to outsource full revenue cycle management is **up 86 percent** from 2015 among hospitals and inpatient organizations.



Average hospital costs must be reduced by

**24%**

to break even

By 2022, average hospital costs must be **reduced by 24 percent to break even** — and outsourcing may be the solution.



**2 percent of surveyed executives of respondents consider outsourcing an unthinkable option** due to the anticipated reaction both internally and externally, from staff, physicians and the community they serve.



**An average six-fold increase** in requests for outsourcing proposals since Q4 2016 according to vendor executives.\*