

# Why MedQuest? Ask our customers.

**Melissa Robson, RN, BSN, MHA**  
President  
Prince William Medical Center

*"MedQuest helps us look at metrics related to quality and success, and identify opportunities."*

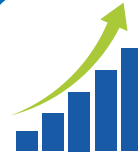
- Revenue growth of 20%
- New services and technology
- Stronger referral relationships

**Contact us to see how you can put MedQuest's radiology management experience to work for you.**

678.992.7324  
[www.MQradiology.com](http://www.MQradiology.com)

## MedQuest

RADIOLOGY MANAGEMENT SERVICES



### SALES

"MedQuest brings a level of expertise around sales and marketing that is a valuable resource for us. Through MedQuest's efforts, we are getting out into the market to make sure physicians know what we offer, and to help consumers know why to come here for imaging services."



### RESOURCES

"MedQuest helps us take a deeper look beyond reimbursement to focus on resource consumption. That's people and processes. They look through a different lens at operational efficiencies and workflow, and make sure we have the right complement of staff from a productivity standpoint. They have helped us understand where there are opportunities to generate revenue and volume, and also to look at productivity in a different way."



### EXPERTISE

"We have both inpatient and outpatient imaging facilities. Our goal is to have the inpatient facility run as efficiently and effectively as the outpatient location. MedQuest brings that outpatient expertise into an inpatient setting to improve operations, which adds value to the patient."



### REFERRALS

"One of the operational changes MedQuest made was to examine patient flows and then extend hours for certain modalities and services. With their understanding and level of expertise, they were able to help us look at new technologies, such as 3D tomography and a mobile mammography unit, that we have deployed to underserved areas in the community"



### EXPANSION

***"MedQuest has increased our revenues and decreased our expenses."***

"Working with MedQuest, we have greatly improved our turnaround time in getting images back to physicians. Physicians have a higher level of confidence in the service we can provide, as well as the quality and turnaround. By sending a marketing expert to visit with physicians, we were able to understand why they weren't referring to us, and to improve our relationship with them."

