Qventus

Case Study

Southeast Health System maximizes robotic capacity and boosts volume by 15%

KEY RESULTS

$2.87M
in additional Qventus-driven contribution margin in two months

282
additional cases in June and July 2025 vs. same period in 2024

15%
YoY growth in Robotic procedures

+2.47
additional Robotic procedures per robot per month

THE CHALLENGE

Limited robotics capacity

The prominent health system believed they had reached capacity for their leading robotics program. With robotic surgery volumes flat for nearly 18 months, they were looking for a way to grow volumes and maximize capacity of their existing assets. The health system was facing a common challenge for even the most innovative programs: a lack of deep visibility into their own resources. The health system needed to uncover these hidden opportunities and see a clear path forward to expand access to minimally invasive surgery for their community.

THE GOALS

Unlock capacity and drive robotics volume

To break through their slow down in growth, the health system partnered with Qventus to deploy the Robotics Optimizer, with goals to:

1. **Unlock and expand robotic case volumes**
2. **Better utilize the OR capacity they had to accommodate for additional robotics growth**
3. **Make their system the destination of choice for both employed and independent surgeons who want to increase their robotic procedures**
4. **Make data-driven, strategic decisions about future investments in their robotics program to better compete in the market**

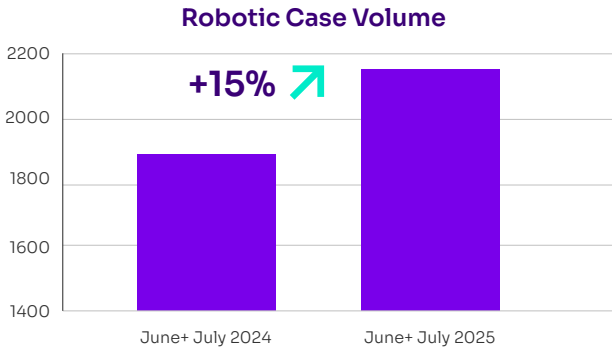
About Southeast Health System

This not-for-profit health system is a recognized leader in delivering high-quality care throughout the Southeast. It is the largest health system in its state, comprising 26 hospitals, over 100 immediate care locations, and thousands of physicians across more than 2,000 physical locations. With over 40,000 team members, the system serves communities that make up 85% of the state's population, caring for millions of patients annually.

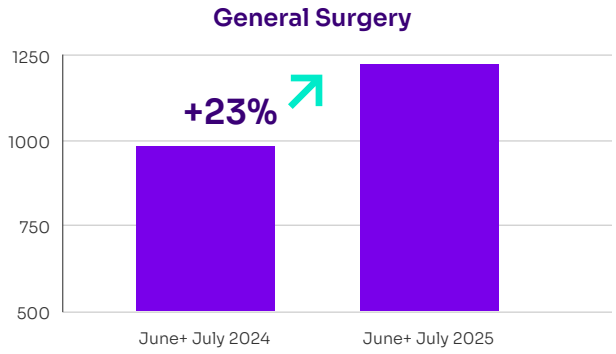
THE SOLUTION

The Qventus Robotics Optimizer

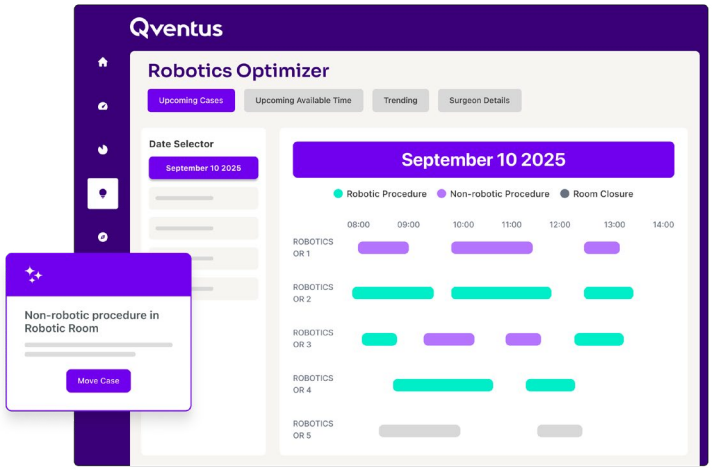
The collaboration between the **Health System and Qventus** created a powerful synergy of people, process, and technology. The implementation of the Robotics Optimizer yielded impressive and immediate results.



In just two months, the health system saw a 15% year-over-year increase in robotic surgical volume, translating to 282 additional high-value procedures. In addition, Service Line growth has seen a positive increase, with General Surgery and OBGYN being able to drive 23% and 8.7% increase in cases YoY, respectively. This surge in volume not only had a significant financial **impact with $2.87M in additional contribution margin driven in two months**, but it also proved the demand for robotic surgery was far from being met.



Overall, the growth was achieved with their existing robotic systems, demonstrating that there was high demand in their community. This success has prompted the health system to **invest in new robots, having gained confidence in the existing and future demand, so they can plan for continued growth**.



Key Robotics Optimizer features that helped drive Robotics success:

- **Capacity Assistant:** Proactively engages surgeons and schedulers to incentivize block release weeks in advance of auto-release. Qventus ML models predict with high confidence which partial or full blocks are unlikely to be used up to a month in advance, and send schedulers timely and actionable emails to release those blocks, ultimately helping to increase their utilization scores.
  - **Non-robotic Nudges:** Automatically identifies and reconciles non-robotic cases in robotic rooms by facilitating moving cases.
- **Robotic Strategic Marketing Assistant:** ML-driven personalization preferentially markets time to strategic growth surgeons to automatically fill white space.
- **Clinic Scheduler Assistant:** Surgeons and their schedulers can view relevant robotics OR time in seconds in an intuitive interface, without having to log in to the EHR. Qventus algorithms intelligently predict the wheels-in to wheels-out case length based on the surgeons' past performance, CLE trends at the surgeon and department level, time of day, and more, allowing the prioritizing and requesting of available surgical slots.
  - **Waitlist:** Visualize and seamlessly offer time to clinic schedulers for cases on the waitlist.

Learn how you can automate your operations today at qventus.com

Qventus