






Unlocking robotic access and driving strategic surgical volumes

KEY RESULTS

-  **5.0X**
annualized ROI
-  **220**
additional cases/month
-  **25%+**
increase in robotic volume from engaged surgeons
-  **~12**
Block release hours/OR/month

 **THE CHALLENGE**
Limited surgical growth and underutilized robotic assets

Erlanger Health System’s goal was to grow volumes for their strategic service lines and increase the utilization of their high-performing robotics assets, but their existing tools and limited EHR capabilities were not helping achieve their goals.

Erlanger sought a partner to move beyond basic scheduling and the first-come, first-served approach to drive growth, make their organization a system of choice for independent surgeons, and optimize their OR assets.

 **THE GOALS**
Strategically grow and optimize robotics assets

Erlanger partnered with Qventus to achieve three primary goals:

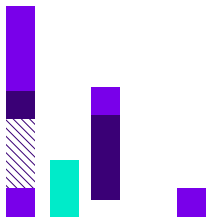
- 1. Align surgical growth to service line targets**
- 2. Increase robotics access to optimize Erlanger’s robotic program**
- 3. Establish a destination of choice for independent clinics**

About Erlanger Health System

As the region’s only Level I Trauma Center and a vital academic partner of the University of Tennessee Health Science Center, Erlanger Health System plays a critical role in delivering advanced, life-saving care across Chattanooga and the surrounding communities. With seven hospitals and specialized programs—from a Level IV NICU to 24/7 stroke care—Erlanger serves as the backbone of care for the region’s most complex patients.

“In less than six months, we’ve created meaningful additional capacity, seen a significant uptick in robotic utilization, and provided our surgical teams with the tools they need to grow their practices.

Misti Mattox, Vice President of Surgical Services at Erlanger





THE SOLUTION

Qventus Surgical Growth

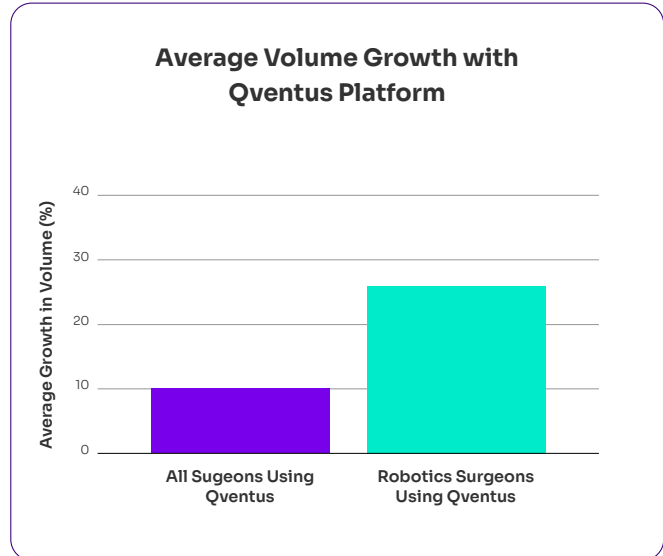
Erlanger selected the Qventus Surgical Growth Solution for its ability to empower the health system to strategically grow surgical volumes, enable them to attract independent surgeons, and ensure that they have robotic access to grow their robotics program.

Qventus' AI Assistants proactively created additional white space by intelligently prompting release of unused block time, creating an average of **~12 new block release hours per OR per month**—surpassing the typical benchmark. In addition, **Erlanger has added 220 new cases per month since go-live (June 2025)**, achieving positive ROI in the first few months

Surgeons who have used Qventus' platform on average grow 10% more. In addition, Robotics surgeons who engage with Qventus' Surgical Growth Solution are on average seeing a more than 25%+ increase in volume.

Key features of Qventus Surgical Growth Solution leveraged by Erlanger:

- **TimeFinder:** Surgeons and their schedulers can view relevant OR time in seconds in an easy to use interface without having to log in to the EHR. Qventus algorithms 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.
- **Block Release:** Proactively engages surgeons and schedulers to incentivize block release weeks in advance of auto-release. Qventus ML models predict with 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.



- **Available Time Outreach (ATO):** Automatically markets time to surgeons who are the best fit based on practice patterns, past booking behavior, case mix, average case lengths, and more, removing the burden on schedulers of manually calling to fill time. Qventus AI and ML models continuously calculate a fit score for all surgeons for all available open time and prioritize the health system strategic objectives, such as growing targeted service lines or improving robotic utilization.

98 different surgeons booked a case directly from a Qventus nudge.

- **Robotic Optimizer:** Maximize ROI for high-value robotic assets with automated and ML-driven personalization communications that strategically market time to robotics surgeons to automatically fill white space with robotic cases.

“The platform has become an integral part of how we optimize our OR operations, and the engagement from our surgeons speaks volumes about its value.

Misti Mattox, Vice President of Surgical Services at Erlanger

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

