New Member Spotlight: Mission Physician Partners

Mission Physician Partners provides customized services designed to enable both hospitals and physician practices to be the pride of their community. Mission brings together multiple stakeholders to create excellence in the emergency room, inpatient departments, outpatient specialty practices, and telehealth areas. Their services are specialized for their clients and range from best practices for physician practices, ED workflow planning, Hospital and Physician consulting, billing, coding analysis, strategic planning, recruitment, and much more. If you are interested in learning more about Mission Physician Partners, please click here.

Excerpts from a conversation with Brant Gamble, MBA, CEO and Co-Founder, and Michele Sexton, Chief Strategy Officer, and Co-Founder

Mr. Gamble and Mrs. Sexton have worked together for many years in large physician groups and seen first-hand that there are many opportunities to improve back-office operations, billing practices, and other areas. Thus, in 2018 they formed Mission Physician Partners. Their clients range from small to large independent physician practices as well as hospitals. They offer individualized, customized plans to meet their client’s needs - from operational improvements to billing and coding analysis, strategic planning, recruitment, overall financial assessment, patient satisfaction training, and throughput analysis. With one of their clients, through a coding analysis, they quickly identified an issue where the insurance company had not paid a certain code appropriately. This was corrected and Mission ensured the practice was appropriately paid. Another area of success has been working with small groups looking to grow their practices and improve operations while also keeping their independence, local ownership, and control. Mission Physician Partners has been critical in a few mergers that resulted in several physician groups coming together and meeting these important objectives—thereby getting stronger and more capable in meeting their clinical, business, and financial goals.

In building their company, Brant said that he wanted to ensure that he had a diverse team, including compliance experience, credentialing, core management capabilities, billing and coding experts, and more. Brant and Michele understand that some teams see changes as an intrusion but they know “what has been good enough to get you here is not good enough to keep you here” and know that teams who recognize this realize that they have an opportunity to get better and keep learning.

The Mission Physician Partners team includes many seasoned healthcare veterans. One of the main goals of the organization is to help hospitals partner with physicians. Mission supports local leadership and improving processes and relations within the healthcare community. Mission helps bring together physicians and hospitals in a relationship that is productive and forward-thinking.

Ms. Sexton explained that both she and Brant were familiar with EDPMA and its focus on business best practices and advocacy successes, particularly on reimbursement issues, from years of working in emergency medicine physician groups.

They have found, along with their clients, that so much is changing in emergency medicine, and the learning curve is short. Mission Physician Partners recognizes that EDPMA’s advocacy activities, information, and action alerts all available through their membership, enable their team to stay aware of the latest issues in emergency medicine, to keep their clients up-to-date and to take action when
opportunities arise. Plus, Brant highlighted the importance of the networking opportunities available at EDPMA’s Solutions Summit conference (May 3-6, Nashville).