



THE  
SURGICALIST  
GROUP

# Fact Sheet

## Headquarters:



### The Surgicalist Group

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**Mit Desai, MD FACS, Principal and CEO**

## Profile:



The Surgicalist Group is a national and innovative model of hospital surgical care that treats emergent needs with the presence of onsite surgical specialists. This model operates with surgeons strictly serving their hospitals of choice while maintaining no outside office or practice. This translates to more comprehensive decision-making, which results in more consistent patient care plans and faster discharges.

## Benefits:



### The Surgicalist Group Model Benefits:

- Patients
- Hospitals
- Surgicalists
- Primary Care Physicians
- Community Surgeons

## Media Contact:



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# Company Profile

## History:



In 2006, Mit Desai, MD FACS, Principal and CEO of Lutz Surgical Partners began exploring the emerging concept of the “Surgicalist” form of practice. Finding an opportunity to partner with hospitals, Dr. Desai founded Lutz Surgical Partners, which provides the partnered hospitals with a roster of surgicalists. The concept includes a set schedule for surgeons, one week on/one week off, focusing on acute cases only, rather than balancing elective and on-call duties.

Within three months of talking with area hospitals, Brandon Hospital signed on with Lutz Surgical to provide their entire roster of ER surgeons. Approximately eighteen months after Brandon Regional, Lutz was staffing a full roster at another area hospital. Within two and a half years of the founding of Lutz Surgical Partners, five area hospitals had partnered with LSP.

Currently, Lutz Surgical Partners staffs 14 hospitals in both Florida and Arizona, and has a staff of 10 providers.

## Company Overview:



With our years of experience establishing surgicalist programs across the nation, our surgicalist model is established and fully scalable, allowing for tailoring of the process to fit the unique needs of our hospital partners

When establishing a new program we discuss individual needs with hospital leadership, and collaborate to bring a program “best fit” to the hospital and local needs of the community. We are able to understand the interests of the community because our surgeons are members of the community themselves.

Each hospital is in partnership with local surgicalists, unlike the out-of-town staffing so common with other companies. This element allows us to uniquely meet the demands of acute care surgery centers – *surgicalists are available 24/7, performing surgeries as they come, rather than when they can.* A comprehensive solution to emergent surgical care, where hospital patients no longer have to wait, and hospital leaders no longer have to worry.

## Services: Hospitals



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## Surgicalists



Surgicalists work only within a hospital and their practice centers on emergent/urgent care of patients, with no other patients outside of the ER. This allows for dedicated scheduling, and at a surgicalist-staffed hospital, there is always a surgicalist available to take emergent/urgent surgery cases. This translates to shorter wait times for patients, and better post-operation results. It's simple: surgicalists are the newer, better way to provide emergency surgery to patients in need.

## Benefits: Surgicalists



- 7 days on-call/7 days off
- Work 26 weeks a year
- 52-week salary
- 26-week schedule
- Increased Quality of Life
- A better work/life balance

## Hospitals



- Shorter wait times & length of stay
- Continual ED surgery staffing
- Less Surgeon Shortages
- Less patient transfers
- Fewer patient complications
- Increase admissions
- Perform more surgeries
- Eliminate call coverage stipends
- Increase net income



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## FAQ

### **What is a Surgicalist?**

A surgicalist is a surgeon, trained like any other surgeon with the same specialty. The difference lies in where and how they practice. Surgicalists work only within a hospital and their practice centers on emergent/urgent care of patients, with no other patients outside of the ER. This allows for dedicated scheduling, and at a surgicalist-staffed hospital, there is always a surgicalist available to take emergent/urgent surgery cases. This translates to shorter wait times for patients, and better post-operation results. It's simple: surgicalists are the newer, better way to provide emergency surgery to patients in need.

### **Is there a better work/life balance as a Surgicalist?**

Our surgicalists have found a path to work/life balance that is unmatched in the field. With 7 days on/7 days off, our surgicalists enjoy both work and personal life to a greater extent, because the two no longer conflict. The actual day-to-day work of surgicalists is also incredibly satisfying. Surgicalists are freed from the demands of elective practice and are now given the opportunity to serve patients in need every day. They are given exclusive access to cases that are frequently deemed low-priority despite high need. Surgicalists know they are making a difference because they are with patients every day, following up and giving continuity of care to patients who would otherwise be struggling to be seen.

### **Why engage the Surgicalist model?**

Emergency departments are stretched beyond capacity, and the next generation of doctors is responding by electing not to practice surgery. The surgeon shortage can only be addressed with a reinvention of the existing model; without addressing the root causes of the problem, hospitals will struggle to cover their surgical cases, and up-and-coming medical students will heed the warnings of their mentors, choosing a specialty other than surgery.

### **Who does the Surgicalist model benefit the most?**

Patients, Surgeons, PCPs and Hospitals. It's a win-win for everyone.

The Surgicalist Group provides a new model, where all stakeholders are able to focus on what's important to them, and experience significant benefits as a result. Hospital administration is no longer bogged down by issues with ER staffing and workflow, and are now able to stand as a leader in emergency treatment and patient care. Local surgeons are free to perform the elective cases that are

priority, without the demands of a call schedule interfering with quality of practice and life. And most of all, patients are able to get the surgery they require in a quick and responsive manner, with continual care during their shortened stay.

## **Do Surgicalists have more manageable schedules?**

Our surgicalists experience scheduling benefits that are outstanding for the field. With a schedule of 7 days on-call/7 days off, surgicalists are able to pursue the career they desire without compromise to personal life. The predictability of the surgicalist schedule allows for ease-of-planning that works well with family and personal pursuits. Working only 26 weeks a year with full compensation and benefits means that vacations are a real possibility, and professional development travel is no longer off limits.

## **What is compensation like as a Surgicalist?**

Our compensation and benefits packages are competitive for the field. However competitive, when these benefits are paired with the significant time off inherent in the surgicalist position, our packages go above and beyond. Each year our surgicalists receive a 52-week salary for a 26-week schedule. They find more opportunity to make the most of their surgeon's salary, with the free time to pursue personal passions to excel in life and career.

## **How does the Surgicalist model benefit Hospitals?**

As patient cases and health care provider shortages rise, many forward-thinking hospitals are engaging the Surgicalist model to accompany existing hospitalist programs that started popping up a few years ago. After successful implementation, our hospitals have seen shorter wait times and length of stay, less patient transfers, fewer patient complications, and increased admissions. On the surgical side, they benefited from continual ED surgery staffing, lower surgeon shortages and an increase in surgeries performed. With a continued elimination of call coverage stipends and an increase in net income, the bottom line is, a Surgicalist program will benefit your patients, physicians and bottom line.

## **How does the Surgicalist model benefit Primary Care Physicians?**

Surgeons with private practices saw immediate benefits from the Surgicalist model. ED surgical call coverage was no longer required, creating a better work-life balance for primary care physicians, thus allowing local surgeons to focus on their elective surgeries and better profit margins.

## **How does the Surgicalist model benefit patients?**

A surgicalist program helps hospitals deliver high-quality surgical services on demand to patients, regardless of when they are needed. This reduces costs, thereby helping the organizations to be more competitive in their markets and, ultimately, achieve success under value-based payment models for incoming patients. In addition, patients are seeing shorter lengths of stay, fewer complications and readmissions, higher quality of care with reduced risks and few hospital acquired conditions (HACs).