**DID YOU KNOW?**

In a 2021 JAVMA article citing an efficiency study, it was found that the “most efficient practices” can serve 213 patients/FTE DVM/week and 4.7 patients/veterinarian/hour, vs. “average practices” can serve only 107 patients/FTE DVM/week and 2.2 patients/veterinarian/hour.

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**Efficiency Worksheet for Full-Service Veterinary Providers**

If your full-service hospital was 30% more efficient by diverting vaccine, minor illness, and reference lab visits to a satellite clinic, could you increase overall patient capacity and rotate your existing team between both facilities? Check out the example below, then see for yourself. Run a treatment report for your hospital.

<table>
<thead>
<tr>
<th>Vaccine Visits</th>
<th>6%</th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Minor Illness Visits</td>
<td>20%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Reference Labs</td>
<td>4%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL EFFICIENCY POTENTIAL</strong></td>
<td><strong>30%</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Greater efficiency at full-service hospital enables expansion with current staff:**
- Rotate some staff through EPC clinic and go with our flow! We have proven, efficient workflows with 1 doctor and as little as 1 staff, PLUS you’ll gain EPC’s 5-star client phone support.
- With a more focused service mix, remaining hospital team can more efficiently address higher-margin hospital visits.

**With an EPC² Satellite Clinic, everyone wins!**

- **Hospital Owners:** Increased patient visit efficiency, increased patient capacity, increased revenue, reduced patient backlog and happier clients, daily referrals for advanced care, and expanded access to new clientele.
- **Veterinary Teams:** Happier days with an efficient hospital environment, the option to rotate through a low-stress clinic environment on the sunny side of veterinary medicine AND provide care to pets who may otherwise go without.
- **Clients:** Enjoy affordable and convenient wellness and minor illness care with their trusted veterinary team.
- **Pets:** More pets gain access to high-quality care, with same-day visits.

**EssentialsPetCare.com/EPC2**

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