

Featured Partner

Moonlighting Solutions is a physician-owned and operated company that specializes in providing weeknight and weekend call coverage for practices and hospitals. We offer coverage for primary care and nearly all medical subspecialties. Our doctors are US-trained, board-certified physicians. Full credentialing services and malpractice coverage is available at discounted group rates.

An Interview with Dan Bensimhon



Q: Why have you chosen MedAxiom as a strategic partner?

A: As a practicing cardiologist, I have seen firsthand the breadth of resources that MedAxiom can provide to practices on many fronts. And the practices that belong to MedAxiom are typically the ones that want to use these resources thoughtfully to make their practices better and more successful – and that’s exactly what Moonlighting Solutions was designed to do.

Q: How does your business currently interact with the Cardiology practices?

A: We currently provide high-quality moonlighters to staff night and weekend call—both non-invasive and interventional backup—for numerous cardiology practices across the country. We pride ourselves in working closely with each practice to design a call program that focuses on their most important needs and then finding a way to cover these needs at the lowest possible price. We are responsible for all aspects of the moonlighting coverage from finding the docs, to getting them credentialed, integrating their coverage into the practice schedule and providing full malpractice coverage. We also provide a 24-7 MD hotline to triage any problems with the call program. As a Medaxiom Corporate partner, we are always happy to talk with Medaxiom practices about their coverage situations even if they are not currently planning to use our services.

Q: What differentiates your organization from others?

A: By design, it is the quality of our doctors. Moonlighting Solutions is the first national company to focus solely on providing moonlighters for night and weekend call-coverage. We are not a locums tenens company. As a result, the majority of our physicians are academically-based or early-career doctors who are leaders in their field and use moonlighting as a way to make ends meet. It is about great doctors providing great part-time help.



Q: How do you intend to add more value to your customers in the next 12 months?

A: Having moonlighters help with night and weekend call can make a huge difference for a practice and provide long-term financial and strategic advantages. The benefits include:

1. Better patient care due to quicker bedside response time.
2. Reduced physician burnout and improved quality of life.
3. Enhanced retention of senior doctors due to reduced call burden.
4. Improved ability to return doctors to the office to see more patients and staff outreach sites.
5. Development of an in-house recruiting pipeline.

These benefits will become even more salient with the bundling of hospital cardiology charges and the need to have doctors be more active in the office and spend less time in the hospital.

Q: With all the downward pressures on cardiologists’ salaries in today’s marketplace is it really feasible to talk about incurring another expense by hiring moonlighters?

A: Great question. It really is an issue that you have to look at with long-term lenses. While there undeniably is an expense upfront to the practice to develop a moonlighting program over the long-term, practices usually wind up saving money by returning physicians to the office, keeping more senior partners (with huge patient bases) from retiring early and freeing their doctors up to grow the practice by staffing outreach clinics.

If you look at it from a business perspective, having a partner stay up all night just to admit 2 or 3 patients and then pulling him or her out of the office for a full or half day post-call just doesn’t make sense. Pay a moonlighter to cover the night and then use a rested partner to see 20-30 patients in the office the next day – generating echos, nukes, caths and keeping the wait time for new patient referrals -- adds up to better business.

Featured Partner (continued)

Q: Wouldn't it be more cost-effective to staff the nights with an Internal Medicine hospitalist or a midlevel like a Nurse Practitioner or a Physician Assistant?

A: Those are very real options and many practices are doing this. However, when my practice considered this option ten years ago we decided that we wanted to provide the same level of care for our patients 24/7. It basically came down to, "If your father came into the hospital at 10 pm with a heart attack or a complicated arrhythmia would you want him to wait 10 hours to see a cardiologist?" That's one of the major premises that Moonlighting Solutions was founded upon.

Q: Are there ways in which practices can help offset the cost of the moonlighting program?

A: For starters, all the charges from the moonlighters' work goes back to the practice to help offset their fees. Additionally, with more practices undergoing hospital integration, many hospital systems are now stepping up to help fund these programs in exchange for work on other initiatives such as more help with unassigned ER call, co-administration/quality improvement programs or increased outreach efforts.

Q: Do you provide moonlighting services only for cardiology practices?

A: No. Although we started out with that model, we currently staff a wide range of programs in many primary care and medical/surgical subspecialties in nearly 30 states across the country.

Q: Who should the MedAxiom practices contact with questions about your company or products?

A: For starters, they can go to our website (www.moonlightingsolutions.com) or contact our Director of Operations, Susan Stagg at susan.stagg@moonlightingsolutions.com (336) 862-6097. That said, I love to talk about this stuff with doctors and administrators and hear what particular challenges they have in the practices so I encourage people to contact me directly on my cell phone (336) 404-8365 or by email at dan.bensimhon@moonlightingsolutions.com.

