

Partner Corner:

Tamra E. Lewis, MD, FACS

Describe Your Partnership with HealthTronics.

I've been in practice for nearly 19 years, and I am excited to take a few minutes to share how our partnership with HealthTronics benefits our patients and our business. The ability to deliver integrated kidney stone management by having access to a breadth of treatment options, such as shockwave lithotripsy (ESWL), continues to help us navigate patient needs while achieving business objectives.

What are the benefits of having ESWL as an option for patients with kidney stones?

Kidney stone patients typically experience multiple episodes in their lifetime, and each episode may require a different treatment plan. Through our partnership with HealthTronics, we have access to a full range of solutions, including shockwave therapy (ESWL), which allows us to make effective patient-centric decisions and provide efficient care. Often, our patients are familiar with ESWL from prior treatments, and they appreciate that it is non-invasive, has minimal recovery time, is typically less painful, and is generally a well-tolerated care option.

How Does Adding ESWL to Your Service Lines Benefit Your Practice?

Service line offerings, such as ESWL, offer our practice ancillary income and workflow efficiencies. We schedule designated lithotripsy procedure days to maximize our operating room use, help control costs, and expedite care for kidney stone patients. By grouping cases, we can treat more patients in less time and optimize the use of resources. Our partnership with HealthTronics provides us the equipment and tech resources to treat as few or as many patients as needed in a single day and helps avoid unnecessary logistical challenges.



"Investing in and providing ancillary services within our practice helps us deliver integrated care in a cost-effective way—which is a win for us and our patients."

– Tamra E. Lewis, MD, FACS

Board-certified Urologist
Comprehensive Urological Care

From a practice standpoint, investing in and delivering ancillary services, like lithotripsy (ESWL), directly to our patients is a wise business and patient care decision. The more services we can offer directly helps us retain patients, deliver high-quality care, and grow our business. As a physician, I appreciate accessing the patient procedure data in our EHR to effectively track my patients' success rates and outcomes.

What Advice Would You Give to a Peer Considering a Partnership with HealthTronics?

HealthTronics is a partner that genuinely aligns with and understands the needs of urology and kidney stone management from both patient and practice perspectives. The partnership structure benefits the practice with access to state-of-the-art equipment, technical resources, and seamless integration of lithotripsy service lines into your practice. In addition, you gain a revenue stream. Beyond equipment, HealthTronics offers valuable data insights that help track treatment success and patient outcomes. All of these factors contribute to a successful partnership.