

CASE STUDY

How a small community hospital in the shadows of an academic medical center generated record increases in revenue.

Columbia Memorial Health | Rebrand

Tucked away in a scenic river valley, Columbia Memorial Hospital is surrounded by giants – large, regional competitors to its north and south, including big-name New York City hospitals. To appeal to the local, rural audience, the metropolitan weekenders and commuters, we created a brand promise that only CMH could deliver (“fresh care, delivered daily”). The launch of Columbia Memorial Health’s award-winning brand helped kick start internal alignment, generated the largest increase in outpatient revenue in the organization’s history.

**LARGEST
OUTPATIENT
REVENUE
INCREASE** 



**FRESH CARE.
DELIVERED DAILY.**

*Nurturing good health begins
in our community
with the best primary care,
and access to top specialists
in every field.*

 **CMH**
Columbia Memorial Health

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Diagnosis

Columbia Memorial Hospital has two main sets of competitors: the large, regional hospitals to its north (Albany Medical Center and St. Peter's Hospital), and the big-name metro hospitals to its south in New York City, (including NewYork-Presbyterian, NYU Langone, Mt. Sinai and Memorial Sloane Kettering).

Columbia Memorial Hospital also has two distinct audiences: the first is the local, predominantly rural audience born and raised in Columbia and Greene counties of New York, and the second is the metropolitan weekenders and professionals who fled the noise and pressures of the big city for a more relaxed, organic lifestyle. The local audience trusts the regional hospitals to the North over Columbia Memorial Hospital, and the weekenders and transplants miss the big-city medicine they had grown accustomed to in New York City.

The reality is that Columbia Memorial Hospital can't credibly compete with the reputations, range of services and specialties offered by the regional and metro hospitals. However, it can supply something the others can't: community and accessibility.

Prescription

Our strategy was to focus on what Columbia Memorial Hospital is really good at and can deliver on: primary care, urgent care, local emergency care and specific specialty care areas. We repositioned the hospital as a network, renaming it Columbia Memorial Health, or CMH. This brings attention to the network of primary care offices and their connections to the best programs to the north and south, rather than trying to compete with them.

As an integrated health network, patients can rest assured knowing that CMH provides high-quality primary care at a local level, and access to the best possible specialty physicians to continue their care.

It was also important to highlight the fact that while CMH focuses on building strong relationships with patients in the local community, its physicians come from around the world and were trained at some of the top care centers in the nation. It is not a local hospital stuck in its own bubble; it's a worldly organization with physicians choosing to practice in the Hudson Valley as a lifestyle choice.

6000
CLICKS
FROM ENGAGED
WEB VISITORS

While CMH
can't compete on
reputation, range
of services or
specialties, it can
provide community
and accessibility
– two qualities the
large regional
centers can't match.

237 
APPOINTMENT
REQUESTS



3

UNIQUE
PAGE VIEWS
UP 1110%

The result is a fresh, current brand that fosters advocacy with internal audiences and credibility with members of the community.



4

100
NEW PATIENT
APPOINTMENTS
IN FIRST MONTH



5



6



7

Treatment

The rebranding campaign for CMH features the promise of, “fresh care, delivered daily.” The lush palette of rich greens, blues and ochres represent the natural beauty of Columbia and Greene counties, with photography that represents the active, outdoor lifestyle that many residents enjoy. A new website for the health system reflects the new look, feel and tone and improves the patient experience online through responsive design and intuitive navigation. A physician finder drives patient volume to its 17 primary care offices to fill the network at its base.

Search, social and online display ads drive to the physician finder on the website and physician bio videos, which feature both primary and specialty care physicians filmed outdoors in the beautiful, local landscape, providing a contrast and welcome relief from the typical sterility of a clinical setting.

A comprehensive content strategy that includes blog posts, social media posts and graphics provide CMH with unlimited opportunities to connect with its community and patient base.

The result is a fresh, current brand that fosters advocacy with internal audiences and credibility with members of the community.

Post-Op

As a result of our brand development and campaign work, Columbia Memorial Health now has:

- Realized the largest increase in outpatient revenue in the organization's history
- Brand standards and guidelines, with consistent execution network-wide
- A brand architecture in place to guide naming and identity decisions across multiple sub-brands, facilities, service lines, business units and partnerships
- Internal alignment at the executive team and board level around a single brand promise
- A high level of differentiation from competitors
- Online advertising that generated more than 6,000 clicks in the first leg of the campaign

“
They deliver results
I can point to.
”

Bill Van Slyke
VP, Marketing
and External Affairs
Columbia Memorial Health



Awards:

GOLD
Total Integrated
Campaign
2015 Healthcare
Advertising Awards

GOLD
Service Line Promotion
Primary Care
2015 Aster Awards

WINNER
Advertising Print Ad
2015 GD USA
Health + Wellness
Design Awards

WINNER
POP/Signage/Exhibits
2015 GD USA
Health + Wellness
Design Awards
