

# HEALTHGROUP WEST

Consultants to Independent Physician Practices



**MARKET INTELLIGENCE • STRATEGIC PLANNING • OPERATIONAL OPTIMIZATION  
RECRUITMENT, PARTNERSHIP, COMPENSATION & GOVERNANCE • TECHNOLOGY IMPLEMENTATION**

*Strategic growth paired with efficient, effective performance is critical to successfully competing in a value-driven, consumer-focused healthcare environment. At HealthGroup West, we understand the complexities facing independent physician practices of every size and offer practical, cost-effective solutions to achieve your growth and performance goals. Our credentials are built on years of practical experience and first hand knowledge of markets around the country. From Preliminary Assessment to implementation, our team will provide practical advice and generate positive results. Contact us to discuss how we may assist your practice in optimizing performance today and realizing your goals for the future.*



## STRATEGY & GROWTH

### Define and Achieve Your Strategic Goals:

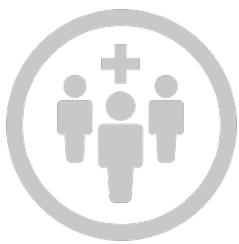
- Strategic Planning & Implementation
- Facilities & Equipment Planning
- Strategic Marketing Plan Development
- Outreach Planning & Implementation
- Direct to Employer Contracting Strategy
- Physician / Hospital Partnership & Alignment Strategies
- Business & Financial Planning



## MARKET INTELLIGENCE & OPERATIONS

### Gain Insights Into Your Market, Facilities and Operations:

- Market / Competitor Assessment
- Facility & Equipment Assessment
- Financial, Quality & Operational Performance Benchmarking
- Payer Contract Analysis
- Fee Schedule Analysis
- Review of Business Processes



## GOVERNANCE, PARTNERSHIP & COMPENSATION

### Build a Strong Group of Partners With Shared Values:

- Physician Compensation Analysis
- Physician Partnership and Step Down Structures
- Physician Recruitment
- Merger & Acquisition Opportunity Development Models & Implementation
- Affiliation & Partnership Development Models & Implementation
- Return to Independence Following Hospital or Health System Employment
- Fair Market Valuation



## TECHNOLOGY IMPLEMENTATION

### Leverage Technology to Support Key Strategic Initiatives:

- Mobile App Development
- Dashboards & Benchmarking
- Data Analytics
- Performance Improvement Programs & Tools
- Database Development