

APPROACH

Stroudwater consultants gather facts and information from a variety of data sources. The most important information comes from one-to-one interviews with physicians, administrators, and board members. Consultants are assigned based on their years of experience and their areas of expertise. Rigorous data analysis is our trademark but it is supplemented by subjective judgment gained from years of working with physicians and their practices. Our recommendations are practical and can be implemented - we do not leave the client with just a series of recommendations. We will and are frequently asked by our clients to assist with implementation of the recommendations.

We offer the following services:

- Practice Assessments
- Practice Valuations
- Medical Staff Development Plans
- Physician Compensation Plan Design
- Fair Market compensation value/opinion
- Mergers and Acquisitions
- Physician-Hospital integration options
- Practice governance issues
- RHC-FQHC analysis
- Provider-based analysis

TEAM

Stroudwater Associates has been involved in fostering physician-hospital alignment since its inception. We have been involved in all aspects of physician practices ranging from billing and collections to physician compensation for the past 25 years. This long-term commitment has helped

give us a seasoned perspective for our clients who are trying to parse good long-term strategy from the “trend-of-the-year”.

Stroudwater has always distinguished itself from the competitors through having developed a reputation for fairness by both physicians and hospital administrators. This respect by both groups has led to numerous engagements where we are able to represent both parties when trying to resolve difficult differences.

Physician-Hospital alignment work is filtered through all of our product lines and all of our consultants are actively involved in this area. Four of our consultants are considered expert in this service and are either assigned to a team or given oversight of projects in this area.

CASE STUDY

CASE STUDY: PBRHC STATUS

SITUATION

Client interested in acquiring a free-standing physician practice requested a financial impact analysis comparing and contrasting conversion of the practice to PBRHC status.

APPROACH

A hospital cost report based financial model was prepared as a baseline for estimating the change in reimbursement as well as the allowable costs used to calculate Medicare and Medicaid reimbursement. Utilization, payer mix, and average reimbursement were analyzed for a three-year period.

SOLUTION

A significant positive impact related to the ability to increase service delivery with a mid-level practitioner was determined. Stroudwater recommended the client and the physician practice continue to explore the prospect of converting the practice to PBRHC status.

RESULT

The client is currently in discussions with the practice to acquire it and to move towards PBRHC status.

PRACTICE LEADER

Susan R. Stowell

(207) 221-8263

sstowell@stroudwater.com