

# Physician Enterprise

## Services

### Physician Enterprise

- Alignment Strategy Planning
- Physician Productivity
- Physician Compensation Structure
- Support Staff Productivity and Deployment
- Patient Access
- Clinic Workflow Process Standardization
- Referral Channel Management
- Interim Physician Group Management

### Professional Revenue Cycle

- Cost to Collect
- Coding & Charge Capture
- Revenue Reporting & Analytics
- Patient Financial Services

### Clinical Integration

- Conceptual Design
- Hypothesis Testing & Planning
- Detailed Design & Deployment

### Information Technology

- Selection
- Implementation
- Optimization

FTI's Physician Enterprise Consulting Practice works with clients to execute physician enterprise alignment and operational performance strategies that are critical for success in a dynamic and variable healthcare environment. Key performance data analytics combined with qualitative analysis are the cornerstone of FTI's approach. We support the development of process standardization, organizational and operating structure redesign, growth opportunities and staff deployment and productivity.

Our process involves a comprehensive overview and assessment of all clinical and operational procedures. We address the fundamentals, identify problem areas and implement proven solutions to create a more efficient and streamlined care delivery system.

Value added services, such as case management and utilization review, further improve the quality of patients' experience and the care they receive.

### Know Where You Stand In Order To Get Where You Need To Be

Measuring performance, cost and overall opportunity compared to industry metrics, benchmarks and internal information, we identify areas for improvement and successful implementation of your strategy. FTI provides a clear understanding of the current analytics relative to physician productivity, revenue cycle management, physician compensation and benefits, patient access, staffing, expenses and other performance variables.

Our clients continue to use many of our tools and analytics post engagement, fostering a continuing performance monitoring and improvement mindset. We enable your team to "manage to the measures."

### Our Approach

- Analyze historical data for trends and patterns that generate operational questions
- Evaluate operational processes with owners and stakeholders to understand current state and the associated challenges
- Identify opportunities for improvement through a Management Action Plan that supports the implementation

### Strategic Physician Resource Planning

FTI's Strategic Physician Resource Plan incorporates a comprehensive services review and all ambulatory locations across the enterprise. Specific deliverables include:

- A high-level Strategic Market Review of the area you serve, including healthcare utilization vs. national rates, physician organization and referral patterns, competitive presence and actions, market share and outmigration by inpatient program, and national healthcare forces impacting future planning.

- A 3-5 Year Medical Staff Development Roadmap to guide physician recruitment and alignment activities, specific to the organization's current state, market share and growth targets by specialties, community needs and competitive opportunities. This will incorporate physician aging, succession planning and projected shifts in the local and national healthcare landscape.
- A Community Needs Assessment for the area to assess physician surplus/deficits for primary care and numerous specialties; this data can be utilized to address gaps in services and support medical staff development activities consistent with IRS, OIG and "Stark Law" rulings.
- An on-going Physician Planning Toolkit to monitor and update the Plan as the environment changes. This includes a working community physician roster and physician organization illustration, year-by-year physician needs tables by specialty, and physician group alignment options and framework.

## About FTI Consulting

FTI Consulting brings industry specific knowledge to our client's most complex financial, operational and/or strategic issues. Our large geographic presence and flexible, multidisciplinary team approach enables us to deliver customized services efficiently and effectively. FTI Consulting's hospital, hospital system, payer, and ACO experience includes stand-alone hospitals, multihospital systems and some of the nation's leading life science organizations. Our relationship skills, understanding of political sensitivities and proven track record of results are often the catalyst to obtaining the necessary support and buy-in of key internal stakeholders and customers / external constituents impacting the organization (i.e. physicians, payers, populations).

Our full range of integrated services focus on operational, clinical, quality and financial improvement, integration/consolidation services, as well as strategic planning, financial restructurings, turnarounds, regulatory compliance, forensic accounting and litigation support. FTI Consulting offers specialized consulting services to assist hospitals, other healthcare businesses, and their senior leadership groups in maximizing operational, clinical, financial and strategic results.



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CRITICAL THINKING  
AT THE CRITICAL TIME™

### About FTI Consulting

FTI Consulting, Inc. is a global business advisory firm dedicated to helping organizations protect and enhance enterprise value in an increasingly complex legal, regulatory and economic environment. FTI Consulting professionals, who are located in all major business centers throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges in areas such as investigations, litigation, mergers and acquisitions, regulatory issues, reputation management and restructuring.

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