



Are Your Ambulatory Care Services Optimized to Support Your Strategy?

A well-planned ambulatory care network is critical to viability in a value-based and consumer-oriented healthcare environment where some hospitals are already earning half or more of their revenue from outpatient services. Ambulatory care is your organization's "front door" and its most common touch point.

Veralon can help you successfully shape your ambulatory care programs to respond to these market drivers, whether you are seeking to:

- Create an ambulatory care presence in a new location
- Design a new network or add new services, and determine financial feasibility
- Integrate an existing array of piecemeal ambulatory care services
- Improve alignment with physicians
- Improve performance (market, productivity, financial) of existing ambulatory services
- Determine how best to implement a planned ambulatory care initiative

VERALON AMBULATORY CARE SERVICES



WHY VERALON?

Veralon has 20+ years of in-depth experience in the components that support planning, development, and optimization of ambulatory care services.

We are expert in all aspects of business deals and financial arrangements between physicians and hospitals (valuation, transactions, business arrangements) and draw on that knowledge in our ambulatory care work.

We can integrate physician recruitment and development planning in ambulatory care projects, based on our experience in medical staff planning, and can right-size physician practices based on customized supply/demand analysis.

We assure that ambulatory care programs meet needs for care management and value-based payment, based on our experience with ACOs and value-based payment.

Financial estimates are a Veralon core competency.

We are expert in service-specific utilization estimates and resource needs (staffing, equipment, facility requirements) that drive financial estimates.



Veralon can support you with any or all of these aspects of ambulatory services strategy and improvement:

Network Design/Facilities and Services Portfolio

Veralon can help you shape the geographic and service portfolio, as well as the space and operations plan, for your ambulatory care/physician locations or networks, determining:

- Geographic distribution of services
- Co-location, service site consolidation, de novo site development
- Specialty and ancillary services
- Space planning and design
- Staffing and operations planning
- Retail strategy

Financial and Operational Feasibility

We will work with you to maximize the financial viability of your ambulatory care portfolio, by providing:

- Volume and financial projections
- Scenario planning
- Guidance on make/buy/lease decisions
- Acquisition transaction valuations
- Plans for clinical integration and improved quality of care

Network Integration and Performance Optimization

Veralon can help you transform separate ambulatory care initiatives into a single integrated network that is “tuned” to optimize competitive, productivity, and financial performance. We may address:

- Network growth and integration strategy
- Connecting ambulatory care with acute care strategy, e.g. centers of excellence or clinical institutes
- Care model redesign
- Value-based payment
- Revenue optimization
- Alignment with independent physicians
- Business arrangement development
- Organizational structure and leadership