



TRANSFORMATIVE HEALTHCARE CONSULTING

Are You Ready for the Next Stage of COVID-19?

COVID-19 is a tsunami breaking over our healthcare system. Its multiple waves will be only partly controllable and barely predictable.

Physician Compensation:

Hospitals are making ad hoc decisions to keep their physician employees working and capitalize on COVID-19 waivers.

Physician Alignment:

Independent physicians have lost an average of 60% of their income. Some may be willing to explore new relationships with hospitals.

Clinical Care:

Hospitals are preparing for a potential wave of pent-up demand, patient fear, and the need to adapt to care with COVID-19 precautions.

Hospital Financial:

CFOs will face multiple uncertainties in responding to impacts on net income, cash flow, debt capacity, bond covenants and government grants.

The Veralon Brain Trust can help you respond—thoughtfully and systematically. Our brain trust approach pulls expertise from among our specialists to serve each client's specific needs.

WHY VERALON?



Helping the Helpers

Veralon is supporting hospitals and health systems with the following no cost tools:

- Utilization model advice to help you handle surges in demand
- A physician compensation checklist to assist you in dealing with the many exigencies of compensation during the time of COVID
- A checklist for post-surge planning for the physician enterprise

To access any of these tools, contact info@veralon.com.

The Veralon Brain Trust has prepared to address the key issues facing healthcare organizations once the initial surge of the pandemic has passed:

Financial Impact

Financial recovery and return to “normal” could take two or more years, with supplemental revenue streams from CARES and other legislation, unpredictable. We can help you understand:

- Impacts on patient insurance coverage and consequent volume reduction
- Expense reduction
- Positive financial impact of pent-up demand
- Time until return to normal productivity and scheduling levels and effect of telehealth, etc.
- Cumulative impact of these and short-term financing measures on longer-term expenses, net income, cash flow, and debt capacity

Clinical

You need to develop action plans and operational changes now, to be ready to serve patients whose care has been deferred as soon as circumstances allow. Plans will need to assume the probability of successive waves of the virus, and determine how best to protect non-COVID patients, clinicians, and staff. Veralon can help you:

- Develop a prioritized action plan for rapid re-start of service delivery
- Expand the use of digital health among high priority specialties and ambulatory care centers
- Modify patient scheduling and related operational procedures to quickly restart services to chronically ill and high-risk patients

Physician Compensation

Veralon can help you systematize the short-term modifications to compensation you had to improvise due to extreme demands, disruptions to non-emergency care, and safety issues caused by COVID-19, and to decide whether longer-term changes in compensation design are required.

Physician Alignment and Transactions

Independent physician practices, those that have private equity partners and other physician-owned diagnostic and treatment businesses are all facing financial stress due to changes in visit volumes and patient insurance. Veralon can help in addressing a potential surge in transactions:

- Connecting with physicians who are newly interested in alignment relationships
- Determining the most appropriate form of relationship
- Completing transactions in process and new transactions from rapid outreach