

**SERVICES**

- Audit Services
- Case Management
- Chief Medical Officer Services
- Clinical Advisory Services
- Coding & Compliance
- Fair Market Value Compensation
- Financial Consulting
- Health Information Management (HIM)
- Hospital Compliance Services
- Human Resources
- Internal Audit
- Litigation Support
- Managed Care
- Medical Economics
- Mergers and Acquisitions
- Performance Improvement
- Physician Coding Compliance
- Physician Services
- Quality Management
- Real Estate
- Reimbursement
- Retirement Plan Consulting
- Revenue Cycle
- Strategic Planning
- Tax Services
- Valuation Services

**Over the past several years, the U.S. Department of Health and Human Services (HHS) Office of Inspector General (OIG) has displayed an increased level of scrutiny related to arrangements between physicians and hospitals.**

The OIG's recent awareness of such relationships has culminated in a number of federal investigations and has led many organizations to become increasingly interested in ensuring certain relevant federal requirements (such as the Stark law, Anti-Kickback Statute, and private inurement) are met. Importantly, lack of careful consideration as to these factors may invoke sanctions including civil monetary penalties, criminal penalties, and/or exclusion from Medicare. Common among these requirements is the necessity for hospitals to establish that compensation paid to physicians is not only for legitimate and necessary services but that it also represents fair market value.

Accordingly, as our clients have encountered the need for fair market value compensation studies to be performed, PYA has developed extensive experience in this area. We speak and write nationally on the subject while performing over 300 hundred fair market value compensation studies annually. These studies combine available survey and market comparable data with a review of client-specific information to render a fair market value opinion which is tailored to our client's specific set of circumstances. Our experience in performing fair market value compensation studies spans various types of physician/hospital relationships. Specifically, PYA has performed fair market value studies on physician/hospital arrangements such as:

- Academic Appointments
- Call Pay
- Clinical Co-Management Agreements
- Clinical Research
- Financial Subsidies
- Income Guarantees
- Joint Ventures
- Management Agreements
- Medical Directorships
- Personnel/Equipment Lease Arrangements
- Physician Consulting Agreements
- Professional Services Arrangements
- Quality Improvement Incentive Programs
- Risk Management Leadership
- Shared Services Agreement
- Supervision Services Agreement



**FAIR MARKET VALUE STUDY SUBJECTS**

**Physician Specialties**

- Allergy/Immunology
- Anesthesiology
- Bariatrics
- Behavioral Health
- Cardiology
- Colon and Rectal Surgery
- Critical Care/Intensivist
- Dermatology
- Emergency Medicine
- Endocrinology
- Family Practice
- Gastroenterology
- General/Vascular Surgery
- Gynecological Oncology
- Hematology
- Hospitalist
- Infectious Disease
- Internal Medicine
- Neonatology
- Nephrology
- Neurology
- Neurosurgery
- Obstetrics and Gynecology
- Oncology (including medical & surgical oncology)
- Ophthalmology
- Orthopedic Surgery
- Otorhinolaryngology
- Pathology
- Perinatology
- Psychiatry
- Psychiatry
- Preventive Medicine
- Pulmonology
- Radiation Oncology
- Radiology
- Rheumatology
- Sleep Medicine
- Trauma Surgery
- Urology

**Professional Services**

- Ambulance Services
- Cardiac Computed Tomography (CT)
- Clinical Services
- Cryotherapy
- Cytology
- Electrocardiogram (EKG)
- Intraoperative Monitoring
- Lithotripsy
- Magnetic Resonance Imaging (MRI)
- Nuclear Medicine
- Pacemaker
- Pediatric Sedation
- Positron Emission Tomography (PET)
- Pulmonary Function Tests
- Radiation Therapy
- Reference Labs

**FAIR MARKET VALUE STUDY SETTINGS**

- Academic Medical Centers
- Ambulatory Surgery Centers
- Cancer Centers
- Cath and Diagnostic Labs
- Dental Practices
- Dialysis Centers
- DME Providers
- Federally Qualified Health Centers
- Hospice
- Hospitals
- Home Health Care Agencies
- Imaging Centers
- Physician Private Practices
- Retirement/Assisted Living Facilities
- Trauma Centers

