



## *Strategic Financial Planning and Debt Issuances*

### **PYA offers professional services in:**

- Audit Services
- Case Management
- Chief Medical Officer Services
- Clinical Advisory Services
- Fair Market Value Compensation
- Financial Consulting
- Health Information Management (HIM) Coding & Compliance
- Hospital & Physician 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

Competition in the healthcare market is as strong as ever. All healthcare organizations, including not-for-profit organizations, must ensure that their decisions reflect excellence in financial performance, community service and public health. Shareholders, governments, community leaders, boards of directors and the market as a whole demand that strategic decisions be implemented only after careful financial planning. Increased public scrutiny and disclosure requirements necessitate that hospitals and health systems give serious consideration to the financial consequences or benefits of all contemplated strategies. Many value the advice of an objective third party prior to moving forward with planned changes. This allows for accountability and helps to ensure that your organization will continue to provide its valuable services in the future.

PYA has assisted hospitals, health plans, physician groups, and other healthcare companies in a variety of financial planning engagements to ensure that all aspects of finance and healthcare operations are measured against the organization's overall strategy. Whether you are a hospital planning a facility expansion, a health plan submitting required financial plans to government agencies, or a physician group developing new compensation models, PYA is the right partner to assist in accounting for the myriad of financial issues surrounding the delivery of healthcare.

Financing strategic initiatives can be challenging. Many healthcare organizations turn to the capital markets (public and private) to secure necessary financing. Over the last several years, PYA has advised clients on the issuance of over \$2 billion in debt instruments. These clients have used our financial expertise as a resource to obtain optimal debt structure, develop presentations to potential underwriters, identify other firms to participate in the debt offering, and produce reports and data for ratings agencies. We have worked with local and national groups in securing financing for our clients, including Salomon Smith Barney, Merrill Lynch, Lehman Brothers, Citigroup, Morgan Keegan, MBIA, Moody's, Standard and Poor's, and Fitch.

No matter what your needs in the area of healthcare finance, you can be certain that PYA maintains the requisite training and experience to exceed your expectations. PYA will make a difference.

# Strategic Financial Planning and Debt Issuances



## What PYA Has Done For Others

Following are a few representative examples of how we have helped strategic planning and market assessment clients:

- Assisted a multi-facility acute and long-term care provider with the prioritization and implementation of various strategic options through the development of a multi-faceted workplan including:
  - Identification of strategic barriers in the market, with management, and with the Board of Directors
  - Development of interactive financial model to quantify strategic options and validate management's internally-generated estimates
- Assisted a multi-hospital system with the development of their financial approach towards securing approximately \$400 million of debt financing
- Assisted several health systems and physician groups with the evaluation and implementation of joint ventures

## What PYA Can Do For You

Our services include the following:

- Financial Planning and Analysis
- Financial Turnaround
- Management Services
- Budgets, Forecasts, and Projections
- Project Feasibility
- Product Line Planning
- Profit Enhancement
- Debt Financing
- Debt Structure and Restructuring
- Coordinate Underwriters
- Achieve Appropriate Ratings

*Bridging Business  
and Healthcare*

**For additional information about  
how PYA can assist you,  
contact us toll-free at  
(800) 270-9629.**

**Visit our website at  
[www.pyapc.com](http://www.pyapc.com).**

### Office Locations:

#### Atlanta

Two Ravinia Drive  
Suite 200  
Atlanta, Georgia 30346

#### Austin

505 East Huntland Drive  
Suite 270  
Austin, Texas 78752

#### Knoxville

One Perkins Place  
525 Portland Street  
Knoxville, Tennessee 37919

#### Tampa Bay

2963 Gulf to Bay Boulevard  
Suite 267  
Clearwater, Florida 33759