Hospitals and physicians continually face varying yet interrelated challenges including lower reimbursement rates, altering patient populations and increased competition.

Accordingly, many reasons exist for hospitals and physicians to work together in an effort to provide better patient care in the most efficient manner. The following are brief examples of positive outcomes for both parties:

• Sustained access to providers;
• Improved clinical outcomes;
• Enhanced patient satisfaction;
• Financial incentives/security; and,
• More opportunities for changing work/lifestyle choices.

At PYA, we understand that each relationship between a physician and hospital is unique. The added pressures of healthcare reform and regulatory compliance often strain the already complex relationships between physicians and hospitals. Our broad experience in a variety of healthcare environments gives us the skills to successfully advise on the hospital-physician alignment process. We offer hospitals and physicians innovative approaches to strategic planning, mergers and acquisitions, physician employment arrangements, practice management, and lease agreements.

Looking to PYA as an objective advisor in your hospital physician alignment decisions will provide your system with both qualitative and quantitative analysis and discussion. PYA works directly with hospital executives and physicians to successfully model an alignment strategy that benefits all parties. Our experience shows that hospital physician alignment is not always built in boardroom discussions and with benchmark numbers – PYA can help you shape the future of your alignment strategy.
WHAT PYA HAS DONE FOR OTHERS

- Advised both hospitals and physician groups on various alignment opportunities
- Performed numerous practice valuations
- Facilitated the merger of independent physician groups into a single physician group
- Coordinated the establishment of hospital and physician joint ventures
- Performed numerous fair market compensation studies
- Worked with legal counsel on operationalizing agreements between hospitals and physicians

WHAT PYA CAN DO FOR YOU

- System and service line strategic planning services
- Physician manpower planning services
- Medical management structuring; including clinical co-managements, risk management and clinical leadership
- Fair Market Value compensation services
- Complex physician compensation arrangements; including medical directorships, call coverage agreements, professional services agreements and professional leasing agreements
- Physician practice valuations
- Quality improvement services
- Clinical advisory services
- Capital ventures; including equipment leasing, real estate leasing and joint ventures