

Navigating the Physician “Land Rush”

The Increasing Importance of an Objective, Strategic Assessment of Your Group’s COVID-19-Era Future

Amid the uncertainty of a global pandemic and recovery, one emerging reality of the COVID-19 era will likely be unprecedented levels of physician group and clinic consolidation. A variety of consolidators, including health systems, insurance companies, and private equity firms, will seek scale efficiencies, referral management, and economic returns. The results will reshape healthcare markets nationally through new types of strategic partnerships.

In such uncertain market conditions, physician practices—especially larger, single and multi-specialty clinics—must develop an objective and strategic understanding of their positions, their trajectories, and their paths to future growth.

PYA has helped a number of nationally renowned physician clinics assess their options. Through our service to them, we have developed a few key touchstones for the process, and stand ready to assist you in your strategic decision-making.

Evaluate Your Position and Trajectory

1

Is your clinic capable of growing/thriving in a COVID-19 and post-COVID-19 value-based payment environment? Are the providers in your market willing and able to evolve to manage increasing risk? Can you serve consumers when, where, and how they desire? PYA can help you answer these questions objectively.

Make Sense of the Landscape or “Quiet the Noise”

2

The cacophony of pandemic-related news and consolidation announcements touts more and larger transactions. What will drive change in your marketplace? Can your group thrive in a permanently changed market? How do your practice objectives and growth strategies align with those of potential strategic partners and shifting market realities? PYA can provide an independent assessment of partnership models, their merits, and the players promoting them.

Chart Your Path

3

Based on a clearer understanding of your market realities and your practice’s objectives, as well as an impartial evaluation of your ability to grow and thrive in a changed world, what will be the right decision for you? Whether continued independence or partnership, PYA can assist you in making a decision that best meets your needs.

