Guarantee the Most Value from the Ambulatory Surgery Center Strategy

Ambulatory Surgery Centers (ASCs) have been a part of the health care industry for years, but the premise on which they are built—physicians investing in the center, therefore becoming vested in the center’s success—provides even greater opportunities in a value-based environment. Moreover, the number of Medicare-certified ASCs is rapidly catching up to the number of registered hospitals operating in the United States, meaning competition is getting tough and extracting the most value from your ASC is becoming all the more important.

Today’s Top ASC Issues

- How should we prepare for health system acquisition?
- Should we partner with a system to stabilize and maximize margins?
- What is the right management model for an ASC?
- What are the various ways to grow the ASC?
- How do we ensure the ASC is operating to best practice standards?

ASC Consulting Services

1. Full Management Services
   Includes full range of services to work with administrator to operate ASC on a daily basis coming on-site once per month for 2-3 days per week. Available off-site 24/7.

2. Growth Assessment
   Identify opportunities related to recruitment, new vertical revenue streams, and market growth strategies.

3. Investment Optimization
   Prepare the center for a potential sale and handle bidding process, tours, etc.

4. Spend Analysis
   Quantify cost; versus coding by doctor; compared to reimbursement by managed care program.

5. Operations Oversight
   Analysis of ancillary contracts, legal contracts, and financial reporting to access operations.

6. Grand Opening
   Provide press releases, ramp up preliminary managed care contracting (out-of-network as well) and work with schedulers at practices. Help billing with collection process.

Expert Leadership

Stephen Faro
Director
20+ Years of Experience

Stephen provides operations and development expertise to clients through his wealth of experience within health care ambulatory services such as ASGs, urgent care clinics, surgical hospitals, imaging centers, and cancer treatment facilities.

Anthony D’Eredita
Executive Vice President
20+ Years of Experience

Anthony is one of the firm’s leading experts on health system affiliation models. He has led more than 100 engagements spanning across practice management, health system-physician affiliation, and mergers and acquisitions for health systems ranging from independent community hospitals to national for-profit and not-for-profit health systems.

FOR MORE INFORMATION, CONTACT:
Stephen Faro | 615.760.7616 | FaroS@advisory.com