Leveraging Big Benefits from Ambulatory Surgery Centers

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

1. How should we prepare for ASC acquisition?
2. How should ASCs fit into our population health strategy?
3. What is the right management model for an ASC?
4. What are the various ways to grow the ASC?
5. 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 ASCs, 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:
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