

HEALTHCARE

The constraints of managed care, increasing government regulation, and sweeping technological changes are wreaking havoc in healthcare — curtailing your autonomy, cutting into profitability, and draining resources. Physicians and healthcare organizations can no longer rely solely on professional skills and excellent service. In today's complex environment, you need advisors who can deliver answers, ideas, solutions, and results.

- Streamlining and refining operations
- Improving collections and cash flow
- Minimizing the tax bite
- Enhancing profitability and accelerating growth
- Increasing the flow of reimbursements

EXPERTISE ACROSS A BROAD LANDSCAPE

Berdon LLP, a resource to the healthcare profession for decades, offers highly skilled management consultants, financial professionals, and tax advisors. We help you overcome the new bureaucracies; streamline, improve, and upgrade your operations; reduce costs; increase profitability; and take advantage of opportunities to grow your business and protect and build your personal wealth. Our services menu can be customized to the needs of the individual physician, group practice, or large institution. We are available on an hourly, per project, or retainer basis. You can select only those services you require or call on us for a top-to-bottom analysis of your business.

IMPROVING OPERATIONS

DEVISING EFFECTIVE COMPENSATION AND MANAGEMENT SYSTEMS

An efficient practice must include employees who are well managed and appropriately compensated.

- Structuring compensation formulas
- Setting up pension and retirement plans
- Establishing management-level and administrative hiring procedures
- Conducting recruiting efforts
- Developing personnel and office procedure manuals
- Analyzing wage structures

REFINING AND STREAMLINING OPERATIONS

Running your practice like a well-oiled machine leads to increased profitability. We demonstrate ways to:

- Use technology to your greatest advantage
- Determine whether you should buy or lease equipment
- Improve your filing systems
- Redesign and use your facility more efficiently
- Develop a credentialing program
- Establish an effective appointment scheduling system
- Revise your leasing arrangement

ENHANCING THE FINANCIAL SIDE

INCREASING REVENUE BY IMPROVING COLLECTION RATIOS

Berdon professionals examine collection ratios and the aging of accounts receivable to identify problems that impact your bottom line. Our solutions can include:

- Revising your billing and collection policies
- Strengthening your internal controls
- Training staff with more effective procedures
- Ensuring that all insurance companies are billed and all copays collected
- Establishing a monitoring program

INCREASING REVENUE WITH IMPROVED CASH FLOW

Our CPT-based cost accounting service supplies you with the information you need for a proper review of your fee schedules. We highlight and prioritize areas that can generate increased revenue, seeking ways to:

- Increase production levels
- Refine your budgeting
- Manage expenses
- Devise more effective cost accounting procedures

MINIMIZING TAXES AND ENHANCING NET WORTH

Professionals immersed in the intricacies of tax codes and regulations develop strategies to grow net worth by:

- Structuring the practice to achieve the maximum tax benefits
- Navigating through changing federal and local tax regulations
- Minimizing taxes through effective tax planning
- Coordinating and preparing all federal, state, and local taxes

DEVISING EFFECTIVE BUSINESS STRATEGIES

FORMALIZING A BUSINESS PLAN

Your practice must run like a business in order to survive and prosper. To help you build a more effective business, we advise on:

- Developing a business plan
- Establishing and improving banking relationships
- Planning and arranging financing
- Negotiating agreements
- Performing feasibility studies
- Forming group practices
- Contracting with managed care organizations
- Setting up a budget
- Marketing your practice

Our services include establishing or assessing your accounts payable department, setting up financial controls, and performing an income distribution analysis.

DEVELOPING ADDITIONAL INCOME AND ACCELERATING GROWTH

Rigid Stark and anti-referral regulations can restrain growth with the threat of civil and criminal penalties. We can help you develop financially beneficial approaches and relationships within the structure of government regulations. We will show you ways to:

- Distribute income most effectively
- Structure buyins and buyouts
- Pursue and initiate mergers and acquisitions
- Develop the most profitable provider and service mix

MAXIMIZING EQUITY THROUGH BUSINESS VALUATION

Nationally recognized business valuation professionals cut to the fine points and nuances of the process to establish the most appropriate and reasonable valuation. This can be useful in:

- Buyins and buyouts
- Divorces
- Succession planning
- Sale of the business