

# Interim Turnaround Management for a Physician Practice Management Company

## Challenge

The client was struggling to keep up with the financial and operational implications of rapid growth in an uncertain industry environment, and needed to evolve quickly to a more scalable operation. We provided on-site support for the executive leadership team and supported the client in their transition from a medium-sized company to be scalable for long-term future growth. In addition, we provided strategic planning services to support evaluation of current business and operational effectiveness, as well as planning for future product and services development efforts and business development process improvements.

## Solution

Our support focused on operational and organization redesign, strategic planning and cost structure improvements.

Specifically we:

- Developed a detailed set of recommendations to improve overall EBITDA performance by \$20 million/year
- Re-aligned capital structure to enable client to meet the challenges of the future health care environment
- Developed a three-year plan to “Stabilize, Optimize and Transform” core operations
- Provided an on-site team to support the executive team in implementing the plan

## About the Client:

*A successful \$600M physician practice management company, with over 2,000 practicing physicians*

Contact us for information on how we can help you reach your goals.

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