

Ambulatory Expansion Strategy

Challenge

The client needed a strategy to address system growth throughout the market by investing in additional ambulatory assets and to better position themselves to compete cost-effectively under population health-centric business models in the future.

Solution

We worked with this client to develop an ambulatory services plan coupled with an innovative facilities strategy that will be unique in the market. We have:

- Assessed and ranked potential sites throughout their market for a variety of potential types of ambulatory facilities, based on the health needs of the surrounding community
- Recommended different potential partnership models to support their capital/financing needs
- Assessed the costs and identified the implementation steps needed to move their strategies forward

About the Client:

- *A two-hospital health system in a mid-sized market in the deep South*
- *Operates in a very competitive market that includes a very strong Catholic-sponsored health system as well as an outpost of a large regional player based in a larger metro market elsewhere in their state*

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

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