

INNOVATIVE SOLUTIONS  
*that exceed expectations*

# Financial

TURNAROUND AND  
STRATEGIC PLANNING

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# Clinical Operational

## TURNAROUND AND STRATEGIC PLANNING

Increased competition in the marketplace and pressures to streamline operations force all providers to reduce expenses, enhance revenue, and develop comprehensive strategic plans. At McBee Associates, Inc., turnaround and strategic planning services go hand-in-hand.

Our consultants assist health care organizations in solving strategic or tactical problems, as well as planning for the future. The firm delivers a full range of strategic analysis and planning services that encompass all critical forecasting factors, such as demographics, staffing levels, market share, market-based rate analysis, expansion of services, and network affiliations.

We address turnaround needs for entire organizations or specific divisions and departments. We assist our clients with growth opportunity, whether organic or via acquisition.

## BENEFITS

Our consultants offer years of real-world leadership experience in chief executive officer, chief operating officer, and clinical leadership positions nationwide. In acute and post-acute care settings, we have led turnarounds for \$1 billion organizations and successfully transformed their liabilities into assets.

Here are a few examples of how we assist our clients:

- Align patient rates to maximize bottom line
- Create outcome-driven medical solutions for acute and post-acute settings
- Design and execute strategies for bundled payment models
- Develop technology and operational practices that optimize patient planning
- Devise financial models focused on individual payers
- Maximize operational performance through software solutions

*We have led turnarounds for \$1 billion organizations and successfully transformed their liabilities into assets.*

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## THE MCBEE ASSOCIATES ADVANTAGE

McBee Associates' unique approach to turnaround and strategic planning reflects our exclusive dedication to health care providers across the continuum of care. Unlike the typical financial consulting firm, we are health care experts, steeped in the specific challenges providers face and the intricacies of this market. Our consultants understand what it takes to be financially successful in today's health care environment.

We design and execute action plans to meet short-term and long-term goals. The short-term action plan generates a quick financial turnaround, detailing immediate steps to be taken to meet urgent financial needs. The long-term financial plan includes analysis of items such as demographics, current health care environment, new services, physician recruitment, affiliations, network development, and community needs. Action items developed in this phase support the organization's long-term financial success.





## PROVIDER RESULTS

A 330-bed mid-Atlantic provider was 7% under the hospital global cap budget in fiscal year 2015. The hospital's skilled nursing facility was in deficit of \$4 million. After an assessment to determine root causes of the shortfalls, McBee Associates gathered key stakeholders from the hospital and skilled nursing facility to create a new budget for fiscal year 2016. Within three months, the provider experienced markedly improved financial performance and patient quality of care:

- *6% closure on global cap, placing the hospital within 2% of budget*
- *7% increase in skilled nursing facility RUG scores*
- *6% reduction in 30-day readmissions*
- *10% increase in resident satisfaction scores*

## TOTAL CONSULTING SOLUTION

McBee Associates, Inc. is the nation's premier health care consulting firm, delivering innovative solutions for over 40 years. Over 3,800 clients trust the firm to resolve their most critical financial, operational, and clinical issues. Our experts, from chief financial officers to clinicians, design lasting solutions that ensure financial and operational success. McBee Associates has earned the trust of organizations of all sizes and types, including Fortune 500 companies, major for-profit and not-for-profit chains, health systems, and independent providers.

*Over 40 years of planning for the future of health care.*

## CONTACT US

Contact us today to learn more or schedule a call with our experts.

**McBeeAssociates.com**  
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