

ASC Development

Client Profile

Size

45 Providers

Location

FL

Specialty

Cardiovascular

Services Deployed



ASC Operational Strategy & Execution



Strategy & Performance Analysis



Program Development



IT Systems Strategy & Implementation

Overview

Our Client was interested in adding single specialty ASC to its portfolio beginning in Northeast Florida. SCALE was engaged to help:

- + Capture revenue from hospitals and other institutions where the doctors perform procedures today.
- + Expand procedures from a single room catheterization lab to a multi-use surgery center.
- + Develop an ASC so that all practice physicians may benefit from participation.

Execution

+ SCALE's development work to set up the ASC included:

- + Informatics & Business Intelligence
 - + Real estate
 - + Design
 - + Cost estimates
 - + Construction
 - + Operational processes
 - + Medical Oversight committee
 - + IT
 - + Licensing
 - + Staffing
 - + Setting up ramp up schedule and budget
- + SCALE conducted a proforma analysis based on current physician volume to evaluate the potential performance of an ASC.
- + SCALE developed a detailed implementation plan for the development of a de novo surgical center and led a team through a 15-18 month process to execute the development plan.
- + SCALE's unique compliment of leaders with experience in pro forma analysis and ambulatory surgery center development worked together to give our Client the best insight into likely performance while acting as a partner in development, funding and licensing.

Results

- + Our Client now has clarity on available volume and revenue based on the volume for a de novo ASC.
- + Our Client now understands the costs to build and operate an ASC.
- + Our Client now has a trusted outsourced partner concentrating on timely and efficient execution on their behalf.
- + Our Client was not subjected to any equity dilution, which would normally be associated with 3rd party development.