



**Healthcare Management and
Operational Advisors**



BST



Your Business Is Our Focus

Many of upstate New York's most successful medical groups have partnered with the consultants of BST Healthcare Business Advisors to turn challenges into opportunities for additional growth and success. We are committed to providing innovative, practical solutions that are tailored to meet your practice's specific needs.



Are You Prepared?

Dramatic changes are taking place in healthcare today, presenting unprecedented challenges for medical groups. Physicians and their practice administrators are asking themselves some searching questions:

“How can we receive all the income we're entitled to in an increasingly hostile reimbursement environment?”

“How is healthcare reform or the next big hospital merger going to affect my practice?”

“Are our billing, financial, and administrative practices effective, efficient, and in compliance with all the new regulations?”

“Is each member of the group compensated appropriately and fairly?”

“Are we the right size?”

“If we get audited by Medicare, what is our exposure?”

“How can we qualify for current Electronic Health Record incentive payments and avoid future reimbursement penalties?”

BST's advisors bring decades of recognized expertise in practice management and operational issues to all of our medical practice clients. As our client, you will profit from working with a knowledgeable team of professionals who have worked with scores of medical practices throughout the Northeast—from sole practitioners to large multi-specialty groups.

Experience That Is Relevant

Each day, our professionals provide clients with strategic planning and a proactive approach to long-term financial goals and reimbursement pressure. In addition, some of the specialized services we provide include:

- Merger/acquisition consulting
 - Practice search and evaluation
 - Merger structure development
 - Transactions between medical practices and hospitals

- Physician compensation planning
 - Model development
 - Productivity component
 - Expense allocations
 - Implementation
- Regulatory compliance review
 - HIPAA
 - Employment
 - Billing and reimbursement
- Operational assessment
 - Appointment scheduling
 - Workflow
 - Staffing levels
 - Patient satisfaction surveys
 - Job descriptions
- Financial performance review
 - Information reporting capabilities
 - Billing review
 - Coding and documentation review
 - Collection performance analysis
 - Denied claim review
 - Third party payer contract review
 - Budget development
 - Specialty-specific benchmarking
- Human resource development
 - Recruitment
 - Training
 - Leadership development program
 - Personnel policy manuals/handbooks
- Facilities planning
 - Site selection
 - Space design and relocation planning
 - Equipment/furnishing needs assessment and selection
 - Assistance with financing negotiations
- Practice administration/management
 - Perform interim practice management
 - Provide mentoring/oversight of practice management staff
 - “Hotline” consultation



Our goal is to provide your practice with innovative solutions that are timely, effective, economical, and long-lasting. We emphasize the early identification of issues, and offer resolutions that will stand the test of time.

Our client service team will be actively engaged in both meeting and anticipating your needs. We will commit to developing a partnership built on mutual respect—one designed to grow and last.

The Power of an Alliance

BST is an independent member of McGladrey Alliance, an extension of McGladrey & Pullen, LLP, one of the nation's largest accounting and consulting firms. This affiliation allows us to provide the personalized, attentive service of a local firm, combined with the wide variety of technical services and technology resources available through a national firm.

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