

MUSCLE + *efficiency*



Increase Access. Maximize Efficiency & Quality. Minimize Risk. Optimize Capital.

More than 1,000 health systems and hospitals, physician groups, home health, hospice, senior housing and long term care providers rely on our deep healthcare experience. Dixon Hughes Goodman is committed to the healthcare industry and to the clients we serve. Our credentialed service teams understand the challenges facing the industry and are prepared to assist health providers with the rapid changes health reform will inevitably bring.

Dixon Hughes Goodman Healthcare Services Group combines both our core accounting capabilities with consulting and advisory services that help to identify strategic opportunities for reimbursement, market share and growth. Our team transforms daunting challenges and innovative planning concepts into viable business realities. We have developed tested methodologies, processes and tools to enable clients to focus on delivering quality healthcare while remaining financially healthy.

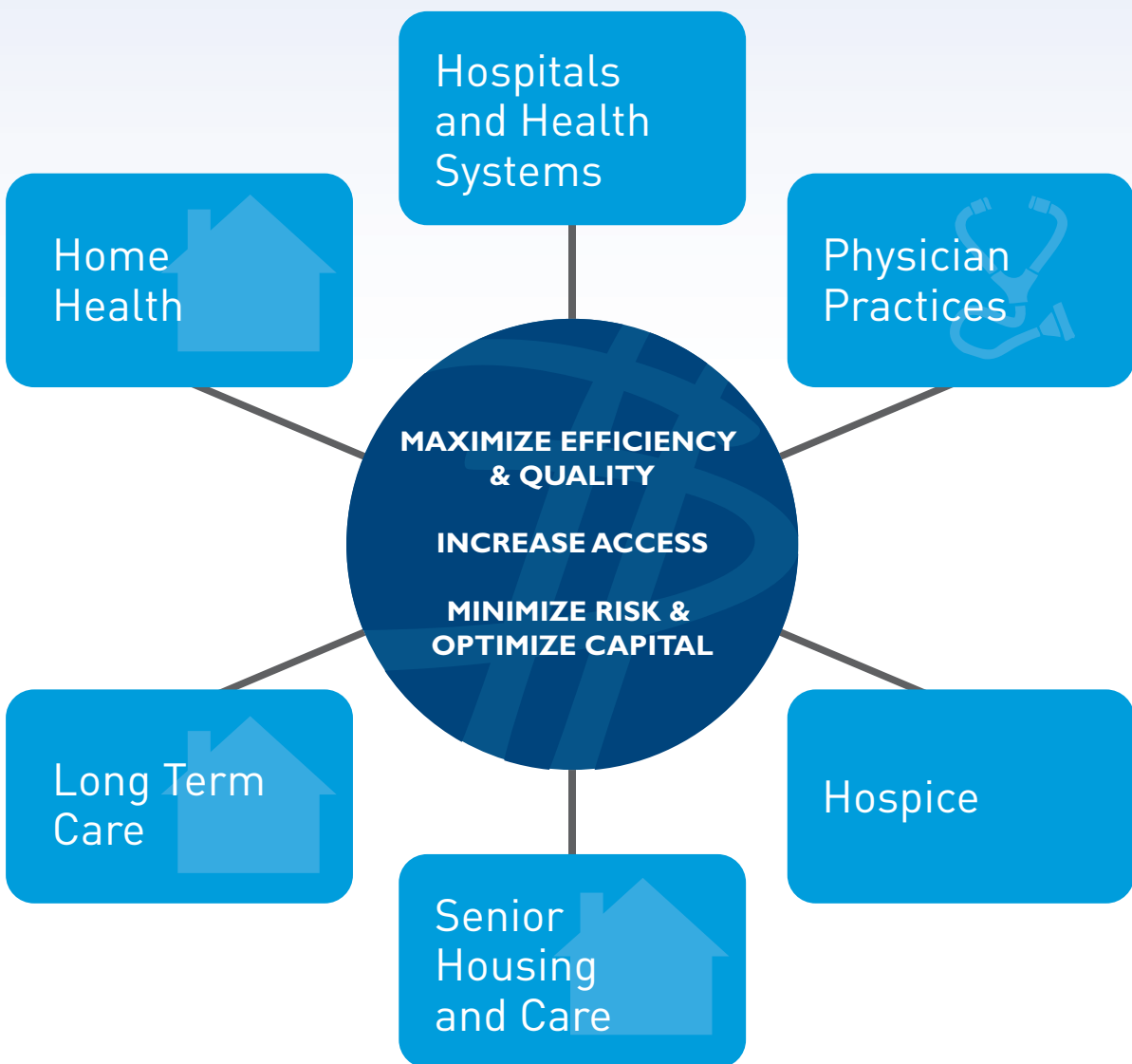
<h2>Increase Access</h2>	<ul style="list-style-type: none">• With an estimated 32 million patients expected to be added to the healthcare delivery system, all providers should rethink and retool their strategic and financial direction• Our professionals provide the strategic planning processes, tools and expertise needed in the midst of uncertainty• We help design outpatient strategies, physician alignment models, clinical service line initiatives and post acute care business models
<h2>Maximize Efficiency & Quality</h2>	<ul style="list-style-type: none">• Doing more with less seems to be the message emerging from the Reform debate. As reimbursements dwindle, organizations will need to be as efficient as possible• Our operations professionals provide guidance on staffing, supply chain optimization, physician management and the other day-to-day challenges of maximizing organizational performance• We help our clients navigate the complexities of reimbursement issues with dedicated teams of reimbursement professionals, including teams focused on hospitals, health systems, Disproportionate Share, physician practices, long term care facilities, home health and hospice providers
<h2>Minimize Risk & Optimize Capital</h2>	<ul style="list-style-type: none">• Economic and regulatory realities demand sound risk management and capital optimization strategies• Our financial, strategic and operational professionals provide integrated services to maximize the use of valuable capital while minimizing the risk associated with financial obligations and opportunities and regulatory compliance

- 1000+ Healthcare Clients
- 200+ Dedicated Healthcare Professionals
- Top 20 Largest Healthcare Consulting Management Firm
- 14th Largest Accounting and Advisory Firm
- 1 Go-To Relationship Partner

“ Dixon Hughes Goodman delivers the depth, experience and practical solutions we need—all accessible through one contact point who navigates the resources on my behalf. ”

—Allen Butcher, CFO, Camden-Clark Memorial Hospital

Our industry structure offers an experience-based service model, designed around the specific needs of each client and backed by the muscle and efficiency of the 14th largest accounting and advisory firm.



Providing Accounting and Advisory Services Across the Healthcare Continuum



Increase Access:

Strategic Planning

- Healthcare Reform Readiness
- Affiliations, Mergers and Acquisitions
- Comprehensive Strategic Plans
- Strategic Business Plans
- Strategic Market Analysis
- Service Line Planning
- New Market Development
- Organizational Repositioning

Ambulatory Services Planning

- Ambulatory Care Strategic Plans
- Ambulatory Care Market Assessments
- Location Assessments – MOB, Outpatient, ED
- Free Standing ED Market Assessments
- ASC Market Assessments
- Outpatient Joint Ventures

Physician Services

- Physician Integration Strategies
- Joint Ventures
- Co-Management
- Employment
 - > Practice Acquisition Analysis
 - > Compensation Models
 - > Operational Readiness
- Clinical Integration
- ACO Development
- Medical Home Planning
- Primary Care Network Development
- Physician Needs Assessment
- Third Party Valuations (MD and OP Services)
- Employed Medical Group Strategic Planning

Maximize Efficiency & Quality:

Expense Management

- Labor Productivity Improvement
- Labor Expense Reduction
- Supply Chain Savings and Workflow
- Physician Preference Standardization
- Workflow Redesign (Lean Principles)
- Dependent Eligibility Review
- Tax Services
- Sales and Use Tax

Physician Practice Optimization

- Billing and Collections Process
- Fee Schedule and Reimbursement Improvements
- Managed Care Contract Review and Negotiations
- Staff and Workflow Process Improvements

Revenue Management

- Managed Care Assessment and Contracting
- Case Management Consulting and LOS Improvement
- Clinical Coding and Documentation Assessment and Improvement
- Chargemaster Review
- Transfer DRG's Management
- Section 179D Tax Incentives

Reimbursement

- Cost Report Preparation/Assessment/Strategies
- Medicare Bad Debt
- Disproportionate Share Reimbursement
- Medicaid DSH Consulting
- Medicare Wage Index and Occupational Mix
- Medicare Special Designation Strategies
- Critical Access Hospital Cost Report Consulting and Strategies

Minimize Risk & Optimize Capital:

Measure Results

- Community Needs Assessment
- Community Benefit Statements
- Financial Statement Audits
- Second Party Audits

Minimize Risk

- Contract Audits
- Cost Segregation Studies
- Internal Audit Services
- Registration, Admission and Cash Handling Review
- Physician Contract Review
- Fraud Prevention and Detection
- Forensic Accounting Services
- Litigation Support Services
- IT Security

Capital Strategies

- Agreed Upon Procedure Reports
- Debt Capacity Studies
- Due Diligence – Transactions
- Fair Market Valuations
- FHA 242/241 Feasibility Studies
- Financial Feasibility Studies
- Cost Certification Audit
- Financial Forecasting

Facility/Capacity/Throughput Strategies

- Master Facility Plan
- Departmental Planning
- Satellite Hospitals and Facilities
- Throughput Optimization