

# GRASSI & CO.

## HEALTHCARE CONSULTING PRACTICE



The increasing challenges of the healthcare industry demand specialized skills in strategic development and implementation, practice due diligence, financial planning, operational management and clinical best practices to achieve optimal levels of performance and quality assurance. Today's healthcare leaders must be proactive, making astute and informed decisions that are aligned with an organization's stakeholders. With so many issues to keep abreast of, healthcare providers require expert advice to remain competitive and successful.

Ensuring efficient physician practice management is complicated and a constant source of anxiety for healthcare providers. Staffing, maximizing reimbursement, adding new clinical services, streamlining front desk processes and improving patient throughput are just a few areas which require targeted business expertise. Add to the mix the need for a working knowledge of healthcare law, taxation, and industry trends, the process of effectively managing a practice becomes daunting.

As fraud occurs at an alarming rate within the healthcare industry, effective risk management can save lost income and conserve valuable practice resources. Strategies to ensure preparedness for RAC audits, compliance reviews from the Office of the Inspector General (OIG) and inquiries from the Office of Professional Medical Conduct (OPMC) will minimize the disruptive impact of these investigations.

Grassi & Co. is a leader in providing business, consulting, strategy and accounting and tax services to healthcare providers. Our specialized healthcare services promote a "bottoms up" philosophy, providing integration of finance with clinical operations. We have assisted hundreds of solo and group practice physicians manage the clinical, operational and financial aspects of their practices in areas such as:

### Practice Management

- Strategic Planning and Implementation
- Merger and Acquisition Due Diligence and Integration
- Governance, Leadership and Organization
- Outsourced Practice Administrator/Virtual Office Manager
- Comprehensive Operational Assessment
- Patient Centered Medical Homes (PCMH)
- Accountable Care Organization (ACO)

### Financial Management

- Tax Compliance and Planning
- Accounting Services
- Financial Statement Assurance Services
- Internal Control Review
- Accounts Payable

### Physician Management

- Physician Compensation
- Physician Shareholder, Physician Employees
- Physician Benefit Packages
- Succession Planning and Physician Buyouts
- Fair Market Value Consulting



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### Clinical Operations

- Provider Throughput Enhancement
- Ancillary and New Clinical Service Assessment
- EHR Selection and Template Design
- OSHA and CLIA Compliance
- Mid-Level Providers
- Physician Quality Reporting System
- E-prescribing

### Front Desk/Office Operations

- Appointment Scheduling
- Patient Reception Customer Service
- Telephone Triage and Protocol
- Patient Follow-Up and Recall Systems
- Preauthorization/Precertification Systems
- Patient Call-Back Protocol
- Chart Documentation
- Medical Records

### Risk Management

- Coding Reviews
- Documentation Audits
- Compliance Plans
- Staff Educations
- Professional Liability Insurance

### Human Resource Management

- Employee Handbook
- Personnel Policies
- Employee Performance Evaluations
- Job Descriptions
- Staffing Assessments
- Recruitment, Retention and Termination
- Employee Benefits

### Revenue Cycle Management

- Managed Care Contract Analysis
- Physician Credentialing
- Accounts Receivable Review
- Coding Review and Documentation Audits
- Super Bill Design
- Fee Schedules
- Practice Management System Selection
- Internal Control Review

### Practice Promotion and Patient Relations

- Internal and External Marketing Initiatives
- Online Patient Satisfaction Surveys
- Website Content
- Patient Education
- Community In-Service

*Grassi & Co.'s Healthcare Consulting Practice is well-versed in these and many other areas of the healthcare industry. Our knowledgeable and experienced advisors understand the challenges you face and are positioned to support you while minimizing your financial, operational and organizational challenges.*

*View our website for more information on our Healthcare Consulting Practice and other areas we service: [www.grassicpas.com](http://www.grassicpas.com)*



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