



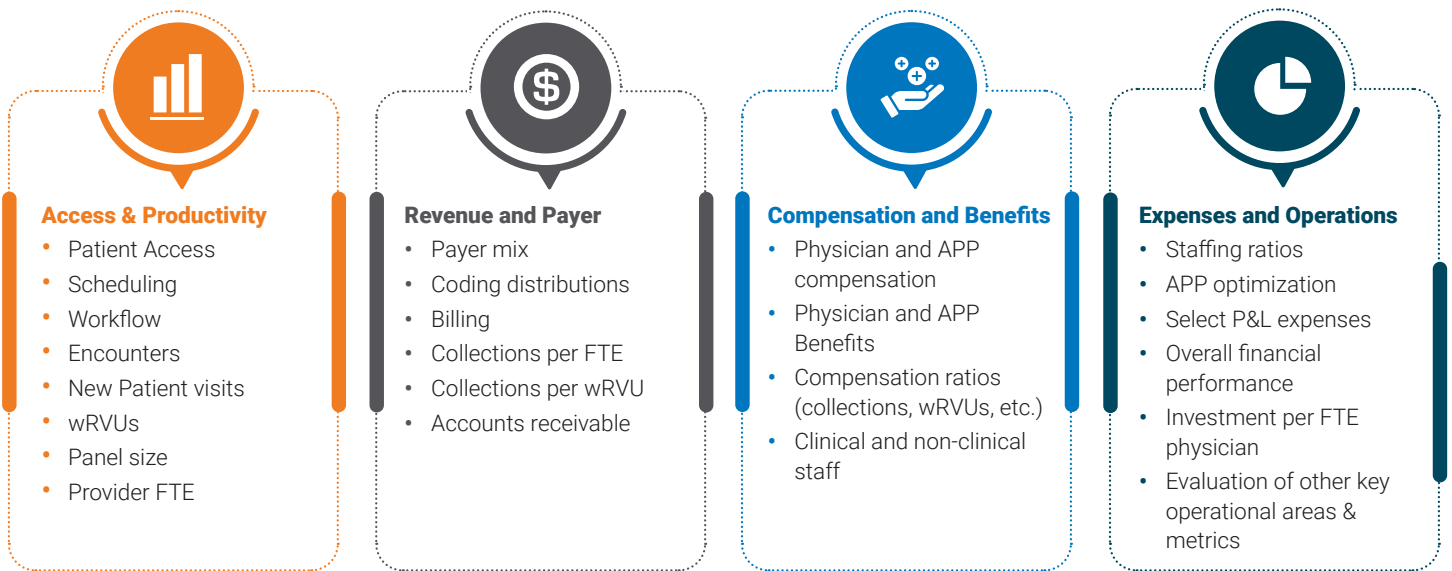
Medical group performance can greatly influence the success of a hospital or health system. For medical groups in need of improvement or optimization, organizations must first identify and define the areas of highest priority.

Performance within medical groups can be attributed to a number of factors, including, but not limited to: strategic alignment, provider supply and demand, physician productivity, compensation plans, advanced practice provider (APP) utilization, operational policies and procedures, revenue cycle performance, staffing ratios, and physician engagement.

Driven by our combination of proprietary survey data used for benchmarking, SullivanCotter supply and demand modeling for workforce assessment and planning, and industry-leading insights, SullivanCotter is uniquely positioned to help medical groups measure, assess, and improve performance across the continuum.

As the initial step in our Performance Improvement Process, SullivanCotter conducts a **Medical Group Performance Assessment**, which helps medical groups understand their current financial, operational, and strategic performance. By analyzing key performance measures and benchmarking to industry market data, we identify opportunities for improvement and help develop action plans to increase staffing efficiencies and deliver on critical business imperatives.

The **Medical Group Performance Assessment** includes the following areas:



For each metric analyzed in the **Medical Group Performance Assessment**, we interpret comparative benchmark data where possible, identify gaps in performance, and highlight where the medical group would benefit from further analysis. Finally, we define and recommend solutions unique to the requirements of your system.

While the Medical Group Performance Improvement Process begins with a Medical Group Performance Assessment, this analysis prompts additional actions that help **drive strategic, operational, and financial success**.



The comprehensive steps in the Medical Group Performance Improvement Process include:



- Additional Services:**
- Affiliation portfolio assessment
 - Primary and Specialty Care strategy
 - Physician Market Share
 - Provider supply and demand
 - Demographic analysis
 - Competitive landscape
 - Referral analysis and optimization

Leveraging unique, data-driven insights and nearly 30 years of experience, SullivanCotter partners with medical groups to help them achieve their strategic objectives faster through a comprehensive array of additional supporting advisory services tailored to the unique needs of each client.