

# Professional Services Agreements (PSA)

*Affiliation agreements are an integral part of a health system's physician and service line strategy*



**Selecting the appropriate model, designing effective terms, and monitoring compliance and performance are critical to driving desired results.**

## Develop effective clinician relationships

Determining how to align and engage physicians is critical to developing effective relationships and ensuring the clinical workforce is working to identify areas for continuous improvement and achieve strategic objectives.

These efforts can be supported by developing the right physician-hospital affiliation relationships to accommodate various evolving workforce requirements and needs.

While PSAs can be an effective way of securing provider talent, health systems must ensure their arrangements help to ensure financial success.

## We can help you to assess and improve your PSA performance

- 1. Conduct a competitive market assessment** of PSA payments relative to clinical and administrative work efforts and related expenses
- 2. Complete a Performance Improvement Assessment** of the contracted medical group:
  - Volume and productivity
  - Collections and revenue cycle performance (when applicable)
  - Compensation and benefits
  - Other expenses and key operational indicators
- 3. Identify key gaps** in performance and develop a summary report highlighting areas for financial improvement

## PSA Services

***Our comprehensive portfolio includes:***



- Affiliation portfolio assessment
- Assessing performance of existing PSAs
- Pre-affiliation strategy and due diligence
- Model structuring and developing key terms (including performance metrics)
- Negotiation facilitation
- Transaction guidance
- Post-affiliation implementation and continuous improvement
- Workforce planning

**Questions? Contact Us!**

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