

MEDICAL STAFF STRATEGY

Key To Success 2011

New Solutions, Inc. (NSI) is a management consulting firm offering a broad base of services tailored to meet the diverse and changing needs of health care providers.

The firm offers a full array of health care consulting services including:

- Development and implementation of strategic and service line plans
- Business development and marketing plans
- Medical staff planning
- Community needs assessments
- Decision support software
- Clinical performance monitoring software
- Medical staff development
- Outcomes measurement and monitoring
- Regulatory compliance activities

New Solutions, Inc.'s **Medical Staff Strategic Planning** uses a dynamic, data driven facilitation process. Working with key physicians, administrators and board members, opportunities are evaluated operationally, financially and based on quality of care.

MEDICAL STAFF STRATEGIC PLANNING SYSTEMATICALLY EVALUATES OPTIONS TO:

- Create and **expand value** for physician partners and the hospital
- Consider and develop services for joint venture **partnership opportunities**
- Identify services that support **employed physician models**
- **Support and align physicians** working exclusively in their private offices and with limited hospital interaction
- Address **physician integration** strategies relative to reformed payment structures
- Facilitate stable thriving **referral relationships**
- Successfully **address potential threats** posed by competing physicians
- Mutually develop quality initiatives to ensure high quality care and **capture financial incentives**
- Foster the community's perception of the physicians and hospital as a **unified team dedicated to high quality, cost effective care**
- Fulfill the **recruitment and succession planning** requirements of a medical staff development plan

Drive 2011 successes with medical staff strategies and evaluation criteria that are clearly developed. *To find out more about NSI's Medical Staff Planning contact us at 732-418-3210.*