










Transform Your Healthcare Practice

Utilizing an MSO (Medical Services Organization) can provide access for greater support, resources, and expertise. For the independent or private equity-backed physician practice operating in a post-pandemic environment, focuses could include:

Opportunities to Improve

-  Staff are not equipped to manage key functions in multiple work settings (i.e. work from home) to conduct mission-critical functions like accounting, AP, billing, credentialing, HR issues, procurement and related technology to support same.
-  Practice leadership is not equipped to appropriately monitor staff productivity and financial performance in multiple work settings.
-  Physicians and other providers need assistance with new methods of conducting clinical encounters like telehealth, etc.
-  Practice leadership wants to maintain independence while ensuring they are operating in an optimal cost structure while providing quality of care.
-  Practice leadership needs assistance with coding, payor contracting/negotiations, provider productivity and compensation modeling to adjust to the new norm.

Solutions

-  Outsourcing key functions enables the practice to enhance its clinical focus while maintaining its independence and allows practices to access highly experienced expertise in various support areas.
-  Practice leadership is better able to make informed decisions with data analytics dashboards detailing potential 'lift' opportunities via enhanced payor rates, revenue cycle performance and provider productivity.
-  Having objective independent professionals operating providing support services in a cohesive manner enables a practice to optimize its financial performance while operating in a compliant fashion.
-  Joining a PEO enables a practice to tap into a leveraged model for better rates and minimal annual benefit plan increases for its employees while also providing cost-effective payroll and HR compliance functions.

-  A practice's overhead percentage typically drops as a result of the enhanced functionality of an outsourcing model.

For more information, contact: **Andrew McDonald**

FAHCE

amcdonald@lbmc.com
(615) 309-2474