



Factors leading to merger

- *Methodical deterioration in reimbursement*
- *Increased emphasis on IT*
- *Increased emphasis on quality - PQRI/PQRS*
- *Ancillary revenue streams*
- *Personnel costs*
- *Market share*
- *Uncertainty of healthcare reform*

Practice merger services

- *Due diligence*
- *Financial & data analysis*
- *Payor & wRVU analysis*
- *Operational comparisons*
- *Clinical analysis*
- *Compensation formula planning*
- *Identifying tax implications*
- *Establishing management structure*
- *Vendor relations analysis*
- *Legal Considerations*

Practice Mergers

Now more than ever, physicians are facing key decisions that will shape the future of their professional careers. When weighing the options, there are several advantages of practice mergers to consider, including: increased market share, economies of scale, sub-specialization and development of ancillary services.

Comprised of CPA's, healthcare consultants and Certified Medical Practice Executives (CMPE), Mountjoy Chilton Medley's dynamic and specialized Physician Services Team is experienced at applying their healthcare and business knowledge to physician merger situations.

MCM's Physician Services Team has developed a 3-phased approach, helping simplify the merger process. During the first phase of due diligence, all pertinent info is gathered, analyzed and practice profiles are set up. During phase two, our health care consultants bring the merging practices together to present the findings with detailed comparisons, in-depth data analysis and the process of building operating best practices begins. Based on the findings and agreement by the practices to proceed with the merger, phase three involves the implementation of the merger plan. Our team can help the two groups transition seamlessly into a merged practice.

In the midst of change, let MCM Physician Services Team help position your practice for continued success.