



Driving Profits Through Business Model Transformation



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# Company Introduction



## Healthcare Specialists

Focus exclusively on physician groups and medical organizations to improve healthcare operations through targeted business transformation.



## Business Principles Applied

Leverage private sector business strategies to enhance operational efficiency and financial performance in healthcare settings.



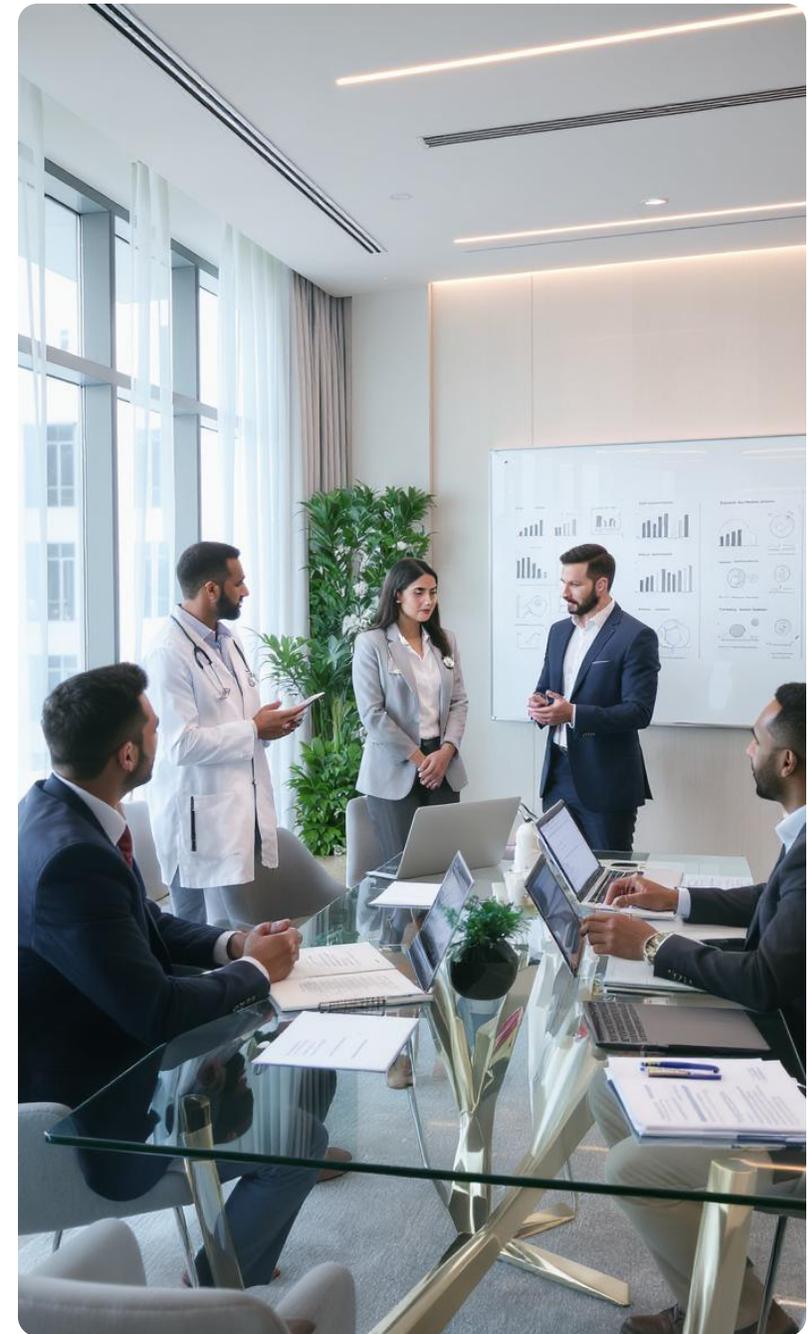
## Outcome-Focused Approach

Prioritize measurable financial, quality, and patient satisfaction results to ensure tangible improvements for clients.



## Performance-Based Contracts

Replace traditional hourly fees with contracts tied directly to successful outcomes and return on investment.



# What Differentiates MedGroup



## **Business Partner vs. Traditional Consultant**

Operates as a financial and operational partner deeply involved in client success, rather than just providing advisory services without accountability.



## **Design & Implement vs. Consulting Without Accountability**

Not only designs performance improvement plans but also ensures their execution and completion, driving real results rather than leaving plans unfulfilled.



## **Performance-Based Contracts vs. Hourly Fees**

Aligns fees directly with realized financial improvements, reducing client risk and incentivizing measurable success over billable hours.



## **Proven Healthcare Outcomes Delivery Model**

Built on real-world healthcare execution and extensive experience, focusing on measurable financial, quality, and patient satisfaction improvements.

# Problem Statement

Traditional healthcare consulting frequently involves millions in annual fees and fails to produce clear improvements in financial performance, quality metrics, or patient satisfaction. Most consulting contracts do not include specific, measurable outcome requirements, leading to engagements that lack accountability and tangible results. Clients invest significant resources yet often see little to no return on investment, causing wasted budgets and missed opportunities for meaningful organizational advancements. This misalignment between fees paid and outcomes achieved highlights the urgent need for a new consulting model that ties compensation directly to proven success and measurable improvements.



# Our Solution

MedGroup offers a unique business solution with a performance-based fee structure that directly ties consultant compensation to the financial results achieved for clients. Unlike traditional hourly billing methods, this model ensures accountability by focusing exclusively on measurable outcomes.

The core objective is to generate significant net profits for client healthcare organizations through strategic operational improvements and proven private sector business principles. This approach minimizes financial risk for clients and maximizes return on investment by guaranteeing that fees are contingent upon delivering substantial bottom-line enhancements.



# Stephen MacDonald, CPA - Founder & Managing Principal



## Top Narrative

Seasoned healthcare and private-sector CFO known for turning around complex organizations and creating enterprise value through strategic financial leadership.



## Healthcare Turnarounds

Led CFO roles for large academic and physician-led medical groups, generating over \$100M in annual net profit improvements through operational and financial transformation.



## Enterprise Growth & Capital

Positioned physician and behavioral health platforms for private equity investment while leading capital planning, forecasting, and investor diligence processes.



## Strategic Transactions

Directed M&A initiatives, hospital partnerships, and large service-line joint ventures to expand access, improve quality, and enhance financial performance.



## Private-Sector Leadership

CFO experience across SEC-registered firms and operating companies, driving institutional financial rigor and disciplined growth in diverse industries.



## Accounting Foundation

Former Big Six auditor with strong emphasis on controls, compliance, and governance, grounding all healthcare and growth initiatives in best practices.

# Guaranteed ROI with Performance-Based Contracts



## Fee Alignment with Success

Consulting fees are linked directly to the financial improvements achieved, eliminating traditional hourly billing and ensuring mutual commitment to results.



## Guaranteed Return on Investment

Contracts include explicit guarantees of financial gains, providing clients with confidence that their investment will deliver measurable bottom-line improvements.



## Risk Reduction

By tying fees to performance outcomes, financial risk for healthcare organizations is minimized, avoiding paying for ineffective consulting services.



## Focus on Financial Improvements

The model targets significant bottom-line growth, aiming to add \$50 million or more through proven operational and strategic enhancements.



## Partnership Approach

Collaboration with executive leadership teams ensures active involvement, accountability, and sustainable results beyond contract completion.

# How It Works: Overview

01

## Obtain ELT Buy-In

Secure commitment and active participation from the Executive Leadership Team to align goals and ensure ongoing support throughout the engagement.

- ELT commitment documentation
- Kickoff meeting with leadership
- Defined roles and responsibilities

02

## Conduct Audit

Perform a comprehensive audit of financial, operational, and clinical performance to identify strengths, weaknesses, and opportunities for improvement.

- Audit report
- Performance baseline metrics
- Identified gaps and opportunities

03

## Approve Opportunities

Quantify and present improvement opportunities to key stakeholders for review and formal approval, ensuring alignment with strategic priorities.

- Opportunity analysis
- Stakeholder presentations
- Formal approval documentation

04

## Develop Plans

Create detailed, actionable plans that outline steps, timelines, resources, and responsibilities required to achieve targeted improvements.

- Project charters
- Gantt charts or timelines
- Resource allocation plans

05

## Implement with ELT

Execute improvement plans in close collaboration with ELT and operational teams to ensure accountability and sustained progress.

- Implementation progress reports
- Regular status meetings
- Issue and risk logs

06

## Track & Adjust

Continuously monitor performance outcomes through reporting and make necessary adjustments until goals and targets are met.

- Performance dashboards
- Adjustment action plans
- Final outcome reports

# Performance Audit Areas



## Financial Performance

Analyze historical financial data to identify trends, variances, and opportunities that directly impact organizational profitability and sustainability.



## Contracts Review

Examine vendor, physician, and payor contracts to ensure optimal terms, cost management, and revenue maximization.



## Utilization & Access

Evaluate utilization rates, scheduling efficiency, and patient access to enhance service delivery and operational capacity.



## Risk Management & Compliance

Assess risk mitigation practices, credentialing, and regulatory compliance to minimize exposure and ensure patient safety.



## Budgeting & Financial Controls

Review budgeting processes, historical accuracy, and internal controls to support disciplined financial management and strategic planning.



## Organizational Culture & Performance

Evaluate department performance, leadership effectiveness, management reporting, and culture to foster a high-performance environment.



## Contact Information

MedGroup Performance, LLC is ready to assist your healthcare organization in achieving significant financial improvements. Contact us today to schedule a consultation and discover how our performance-based partnership can add \$50 million or more to your bottom line.

Phone: (248) 255-9529

Email: [stephen@medgroupperformance.com](mailto:stephen@medgroupperformance.com)

We look forward to partnering with you for measurable success and sustainable growth.