

MedGroup Performance, LLC

Driving Healthcare Success Through Outcome-Based
Consulting



Agenda

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Company Introduction



About MedGroup Performance, LLC

- Specializes in healthcare consulting for physician groups and medical organizations
- Leverages private sector business principles to improve healthcare operations
- Focuses on measurable financial, quality, and patient satisfaction outcomes
- Avoids traditional hourly consulting fees in favor of performance-based contracts



Our Unique Approach

- Contracts are structured around success and ROI, not hours worked
- Guarantees financial improvements and operational efficiencies
- Partners closely with executive leadership teams for sustainable results
- Aims to add significant value, targeting \$50M+ improvements in client results

Problem Statement

- Healthcare consultants often charge millions annually without delivering improved financial, quality, or patient satisfaction outcomes.
- Most consulting contracts lack specific, measurable outcome requirements, leading to ineffective engagements.
- Clients invest heavily but see little to no return on investment in terms of organizational performance.
- This misalignment results in wasted resources and missed opportunities for meaningful business improvements.
- A new consulting approach is needed that ties fees directly to achieved success and tangible results.

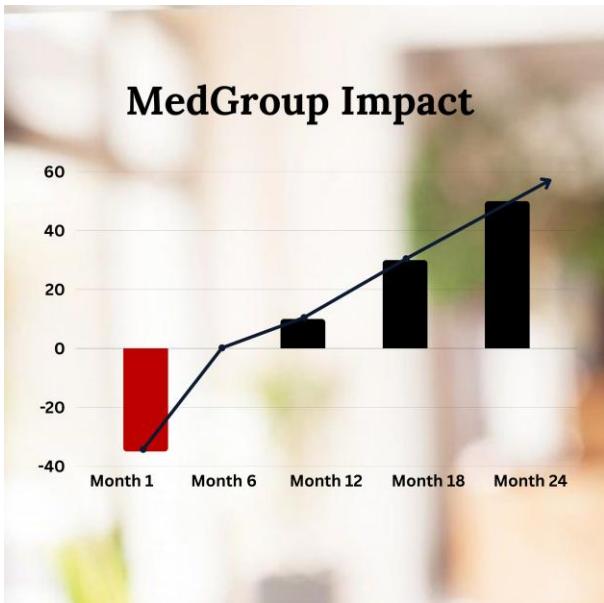
We offer a performance-based fee structure that ensures our success is directly tied to your financial gains.

Unlike traditional consultants paid by the hour, our model focuses on delivering measurable outcomes, aiming to add \$50 million or more to your bottom line through proven strategies and operational improvements.



Success Story

Stephen MacDonald, CPA, founder of MedGroup Performance, leveraged 20 years of private sector CFO experience across diverse industries to transform healthcare organizations.



Challenge

Healthcare organizations often struggle with profitability and operational efficiency due to reliance on traditional consulting approaches that do not guarantee measurable outcomes.

Approach

Mr. MacDonald applied private sector business philosophies and operational rigor to large independent physician groups, eliminating ineffective consulting contracts and implementing targeted operational and system changes.

Results

- Achieved over \$50 million in net profits for two major multi-specialty medical groups
- Returned organizations to profitability, enhancing financial stability
- Led to acquisition by university partners, validating improved value and performance

Private Sector Experience in Healthcare



Diverse Industry Expertise

Mr. MacDonald leveraged 20 years of CFO experience across automotive, telecom, technology, and consulting sectors to bring innovative financial strategies into healthcare.



Proven Financial Transformation

Implemented operational changes in large medical groups that generated over \$50M in net profits, showcasing effective application of private sector principles.



Healthcare Acquisitions

Successful financial turnarounds led to acquisitions of multi-specialty medical groups by university partners, demonstrating value creation and sustainable growth.

Guaranteed ROI with Performance- Based Contracts



- Performance-based contracts align fees with measurable success, not hourly rates.
- Contracts offer guaranteed return on investment, reducing financial risk for healthcare firms.
- Designed specifically for firms facing financial performance challenges.
- Focus on delivering significant bottom line improvements, targeting \$50M+ gains.
- Partnership approach ensures active collaboration for sustained results.

How It Works: Overview

01**Obtain ELT Buy-In****02****Conduct Audit****03****Approve Opportunities****04****Develop Plans****05****Implement with ELT****06****Track & Adjust**

Secure commitment and active participation from the Executive Leadership Team (ELT) to ensure alignment and support throughout the process.

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

Perform a comprehensive audit of current business model performance to identify strengths, weaknesses, and areas for improvement across financial, operational, and clinical domains.

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

Quantify improvement opportunities and present them to key stakeholders for review and approval to ensure alignment with strategic goals.

- Opportunity analysis
- Stakeholder presentations
- Formal approval documentation

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

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

Execute the project plans in close collaboration with ELT members and operational teams, ensuring active involvement and accountability at all levels.

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

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

- Performance dashboards
- Adjustment action plans
- Final outcome reports

Performance Audit Areas



Financial Performance

Review historical financial data to identify trends, variances, and improvement opportunities that impact the bottom line.



Contracts Review

Analyze vendor, physician, and payor contracts to ensure favorable terms and optimize cost management and revenue potential.



Utilization & Access

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



Risk Management & Compliance

Assess risk management practices, credentialing, and regulatory compliance to mitigate exposure and enhance safety.



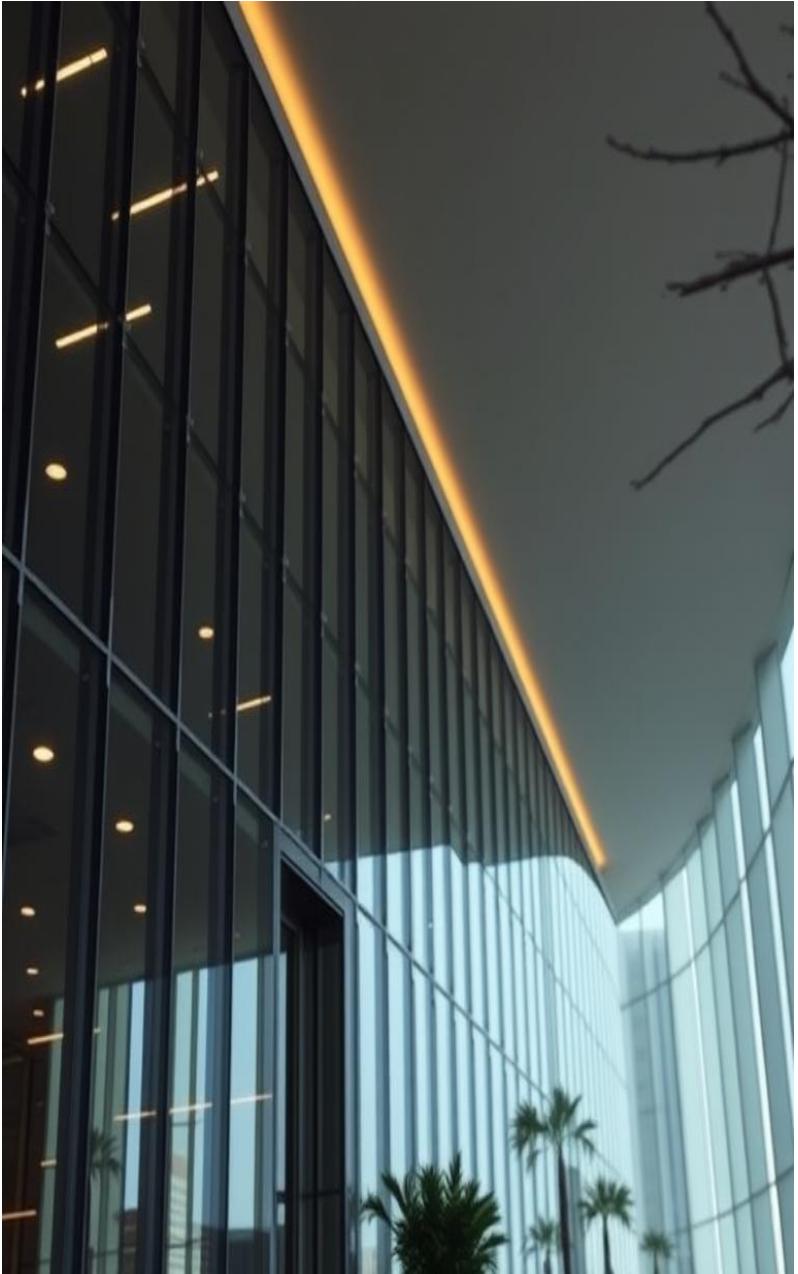
Budgeting & Financial Controls

Examine budgeting processes, historical accuracy, and financial controls to enforce discipline and support strategic goals.



Organizational Culture & Performance

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



Contact

Contact Information

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- Phone: (248) 255-9529
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- Schedule a consultation to explore how we can add \$50M+ to your bottom line