



## Our clients are:

- Hospitals and Health Systems
- Not-for-profit and public hospitals
- Academic Medical Centers, Teaching Hospitals and Medical Schools
- Large Physician Groups
- Faculty Practice Plans



**Strategic Partnership Considerations**

**Merger Efficiency Studies**

**Pre-merger Planning**

**Merger Business Plans**

**Fixing Sub-optimal Mergers**

**Unwinding Failed Mergers**

We've worked on a full range of engagements.

## Are you assessing independence or are you contemplating a merger, acquisition, affiliation or partnership?

The financial, growth and market imperatives that drive affiliation-related transactions are gaining momentum as organizations look to manage the challenges of healthcare reform, a sluggish economy, and increased competition. If you are actively evaluating the future of your organization, an unbiased, independent review of your strategic opportunities can give you the confidence – or the clarification – to pursue or postpone efforts toward affiliation. At Insight, we are uniquely experienced with the strategic affiliation process and can assist you with each critical stage:

**Deliberation ► Decision ► Implementation**

## Insight delivers timely assistance.

- Objective, adaptive, and collaborative process that looks for the right questions because you need the best answers
- Validation of specific and compelling reasons behind the impetus to seek a merger-like transaction
- Strategic case for clinical consolidation and growth, physician alignment, business portfolio, capital requirements, and more
- Business case with regards to cost savings, capital avoidance, access, market dynamics, and financial position
- A realistic assessment of the facts to ensure any decision to change direction is the right decision for your organization
- Assessment of emerging models of care delivery and reimbursement on financial projections
- Analysis of alternative scenarios (i.e., volume, reimbursement and more)
- Various governance and operating models to consider
- Implementation strategies that are founded in reality and can be managed via milestones

Visit [www.insighthp.com/our-services/mergersacquisitions](http://www.insighthp.com/our-services/mergersacquisitions) to learn more.

## Know your options; plan your future.

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Or scan this QR Code  
with your smart phone  
to download our vCard.

