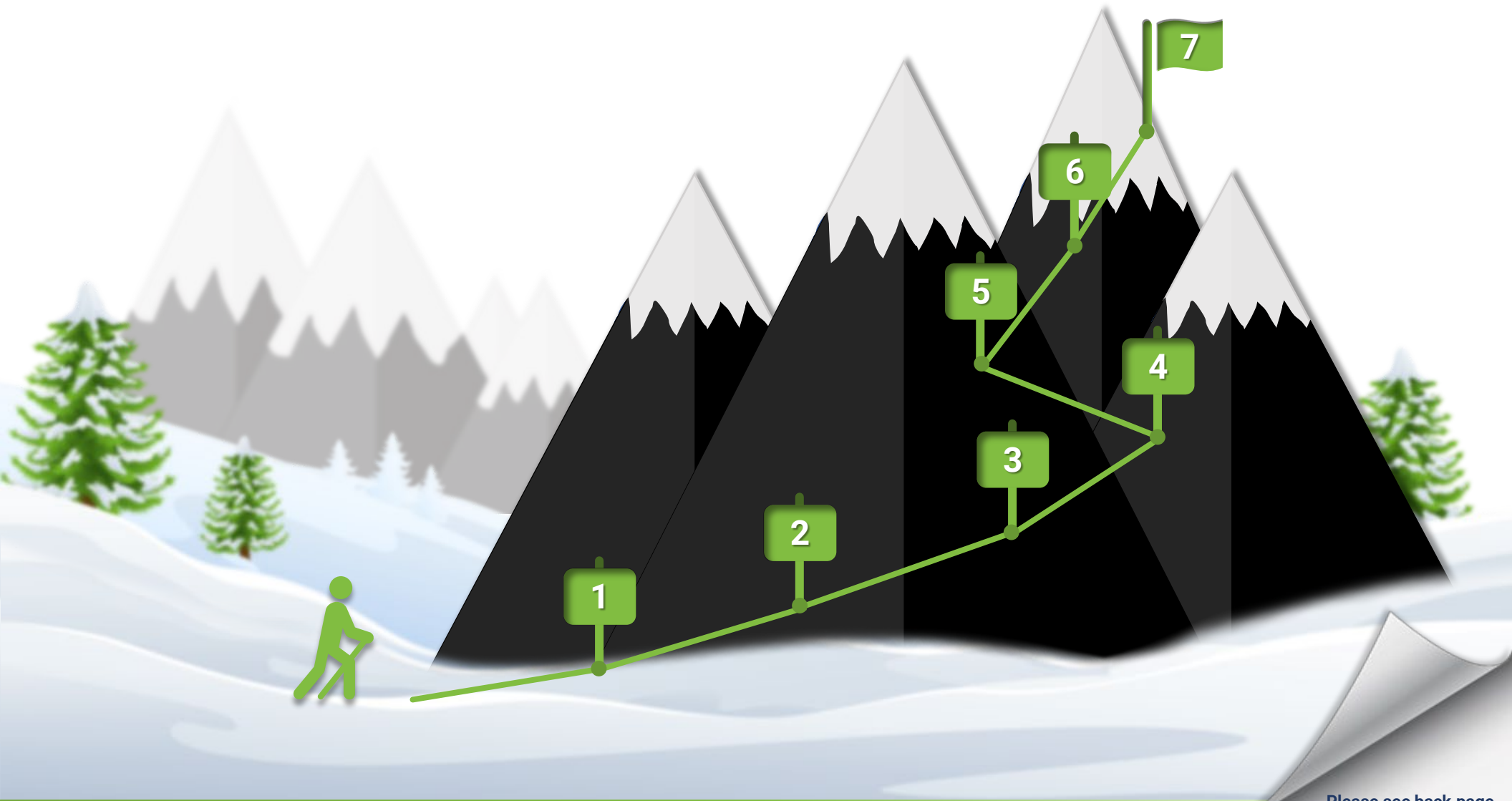


The Provider Alignment Process can feel like you're climbing a mountain  
**...Let Pinnacle guide you along the way!**



1

### **Provider Needs Assessment**

Understanding the clinical needs of your community based on population characteristics, disease prevalence projections, and current physician and provider support to have with your strategic plans and compliance is a crucial step in the physician alignment process. Pinnacle's strategy team can periodically update your system's needs assessment.

2

### **Provider Alignment Strategy**

Once need is determined, deciding with whom and how to align with providers is important. Sometimes employment models work while other times, more complex models should be deployed. Pinnacle's strategy team can help assess and determine the most beneficial alignment strategies based upon the situation at hand.

3

### **Compensation Plan Design**

When alignment models are developed, the compensation plan underlying the agreements must align the parties' goals of achieving high quality healthcare at a reasonable cost. Pinnacle's strategy and valuation teams have developed, and valued compensation plans marrying performance, productivity, results (quality), and leadership services in support of organizational and programmatic goals and strategies.

4

### **Candidate Selection**

Once the strategy and compensation plan is in place, aligning with the right providers is important. Pinnacle's strategy team has worked with health systems and practices across the country on assessing candidates for leadership positions and inclusion in clinically integrated networks and value-based enterprises.

5

### **Provider Contract Negotiation**

Not every specialty lends itself to a standard compensation plan. Further, a number of other factors must be considered when engaging in an alignment agreement, such as value-based care incentives. Pinnacle's strategy team has worked as an advocate for both physician practices and health systems in negotiating provider contracts.

6

### **Transaction Due Diligence**

Commonly, the parties to an alignment agreement will have some type of business that may be sold or contributed. During the due diligence phase, Pinnacle's diligence team can review billing and coding compliance, assess the quality of earnings, value the business and underlying assets, and perform an overall operational assessment.

7

### **Reevaluate Compensation Model**

With the continued changes in the reimbursement and regulatory landscape of healthcare, Pinnacle's strategy team can regularly review a physician practice or health systems compensation model to assure the model continues to align with the goals of the affiliation's parties.

To learn how Pinnacle Healthcare Consulting can assist you with the **Provider Affiliation Process**, please contact

**Curtis Bernstein** at [CBernstein@AskPHC.com](mailto:CBernstein@AskPHC.com), 720-598-1431, or visit us online at [AskPHC.com](https://www.AskPHC.com)