

# PINNACLE Kidney Care Industry Solutions

## Capabilities in Kidney Care

For over 20 years, Pinnacle has worked with dialysis providers and nephrology groups across the country. Most prominently known as transaction and compliance support advisors, over the last five years Pinnacle has significantly expanded our capabilities in the Nephrology Industry. The additional expertise and perspective differentiate us from other industry advisors. This overview illustrates a summary of our services, which we would be pleased to discuss with you should a need arise. For more information, please contact David White at 303-801-0126 / [DWhite@AskPHC.com](mailto:DWhite@AskPHC.com) or one of our subject matter experts noted below.

### 1 Compensation Valuation

- Over 4,000 Medical Director Compensation Fair Market Value Opinions prepared for nephrologist / vascular surgery / endocrinology physician specialists
- An appreciation of physician compensation complex nuances (administration, policies and compliance)
- Commercial reasonableness analysis
- Compensation plan design

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### 2 Business, Real Estate and Asset Valuation

- 20+ years in valuation of dialysis clinics (over 3,000 clinics evaluated)
- FMV opinions for joint ventures, mergers, acquisitions and sale transactions
- Fair value for financial reporting
- Real estate valuation – appraisal of underlying real estate and FMV medical office lease arrangements
- Fixed asset valuation – medical equipment and other furnishings, fixtures and equipment

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### 3 Strategy and Operations

- Experience in physician alignment, physician employment, research, pharmacy, acute inpatient services, SNF and other peripheral areas to the ESRD Industry. More recently, assisting clients with patient care coordination planning (KCF, CKCC, etc.).
- Specific services include the following:
  - Merger and acquisition strategy / joint venture opportunities
  - Operational assessments / improvement
  - Revenue cycle management improvement
  - Physician alignment (employment, PSA, clinical co-management or other contractual arrangements)
- Black box proforma analysis – contracting
- Contract negotiation

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## “Pinnacle Rocks!”

– Large Nephrology Group, Executive

### 4 Revenue Cycle and Reimbursement / Coding and Documentation

- Coding, documentation, reimbursement and revenue cycle services
- Extensive background in Medicare coordination of benefits and Prospective Payment System methodology
- Revenue cycle expertise for multiple dialysis clinics, development of dialysis leadership, employee training programs, and review of payer contracts

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### 5 Telehealth

- Strategy and operations support to develop and enhance telehealth integration
- FMV analysis and compensation / pricing planning
- Assistance developing pricing strategies and methodologies for physician services provided to health care organizations
- Expertise in billing / coding of telehealth services to optimize reimbursement

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*“We have used Pinnacle for several years to value our employed physician compensation and our medical directorships. I’ve been impressed with how knowledgeable Pinnacle is about the dialysis industry. Pinnacle is also very comprehensive in their review, getting as much information as possible before issuing an opinion.”* – Dialysis Company Attorney

### 6 CMS Surveys – Mock Surveys and Consultation

- Pinnacle’s team includes a former CMS surveyor
  - Works nationally to verify systems, procedures and processes of care are compliant with the Centers for Medicare and Medicaid Services’ (CMS) Conditions for Coverage for End-Stage Renal Disease facilities
  - Specific services include the following:
    - Observe patients’ hemodialysis care and infection control practices
    - Water treatment and dialysate review
    - Medical records review
    - Quality assessment and performance improvement review

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