

Pinnacle Healthcare Consulting's 2022 Fair Market Value Consulting Guide *Transforming Industry Data to Defensible FMV Information*

Recent government enforcement actions have focused on hospital and physician financial relationships and resulted in some of the largest settlement payouts. Government enforcement agencies (e.g., OIG) have spoken publicly of a continued initiative to be strategic in the pursuit of healthcare fraud by prioritizing outcomes, achieving the greatest impact across all HHS programs, and maximizing overall return on agency investment. Healthcare organizations are forced to balance organizational compliance programs with strategic initiatives such as growth, provider recruitment, and provider alignment strategies. Our solution helps to provide easy to use strategic insight to balance these objectives.

The Pinnacle Solution

Pinnacle has provided a proven and streamlined solution to our clients for over 15 years. Pinnacle's annual FMV Consulting Guide provides information to enhance and support provider contracting decisions. The Consulting Guide allows clients to access provider compensation information that is custom tailored for their organization with over 100 physician and non-physician specialties.

Types of arrangements profiled (Employed and Independent Contractor):

- Clinical compensation (annual and hourly)
- Medical director hourly compensation
- Unrestricted on-call rates (i.e., beeper call)
- Productivity-based compensation data (e.g., \$/WRVU)
- Productivity benchmarking statistics
- Adult and pediatric specialties



“ Valuable tool in assuring compliance standards are met. ”

-Director of Finance & Operations
Academically Affiliated Healthcare

Please see
back page for
additional
details

Value Proposition to Users – The FMV Consulting Guide

- **Data to Information** – Unlike other marketed resources, the FMV Consulting Guide is backed by Pinnacle’s independent third-party opinion. Consistent with government guidance regarding the blending of multiple sources, Pinnacle has carefully and methodically selected the underlying data sources. The FMV Consulting Guide is customized for the specific client and transforms data into information by utilizing Pinnacle’s proprietary and proven fair market value analytical methodologies that have been developed over the firm’s 25+ years of experience.
- **Saves Time** – Enables clients to make more timely contracting decisions that will reduce frustration and unnecessary time delays.
- **Saves Money** – Competitive pricing allows organizations to use their compliance budgets more effectively and preserve resources for more complex engagements.
- **Builds Internal Capacity and Consistency** – Provides decision makers with tools and knowledge which allows them to make more informed decisions.
- **Enhances Compliance** – Ensures compliance with FMV standards and can be used to further enhance and support internal compliance documentation policies and procedures.
- **Return on Investment** – ROI is achieved quickly by supporting arrangements internally (on average, ROI would be achieved by supporting two transactions).

What is Included in the Advisory Consulting Guide?

- An engagement letter is signed between the parties to formalize terms and expectations;
- Digital (PDF and interactive Excel-based tool) versions of the FMV Consulting Guide (with user manual) customized for each client;
- Two printed copies of the customized FMV Consulting Guide as a quick “desk-reference” for the individual identified as the program champion customized for each client;
- Focused training and educational support for organization users so your internal staff can begin to develop reasonable and compliant compensation arrangements on their own;
- Ongoing coaching and access to our consultants (5 hours of focused support included in the consulting engagement); and
- Access to reliable and familiar resources to help support unique or complex arrangements that require additional support outside the scope of FMV Consulting Guide (i.e. PSAs, hospital-based service contracts, complex call coverage, etc.).

Development Team



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“ Their FMV program is hands down the most complete and reliable program in the market. ”

-Chief Revenue Officer
Multi-Hospital Health System