



Fair Market Value Consulting Guide

Transforming Industry Data to Defensible FMV Information

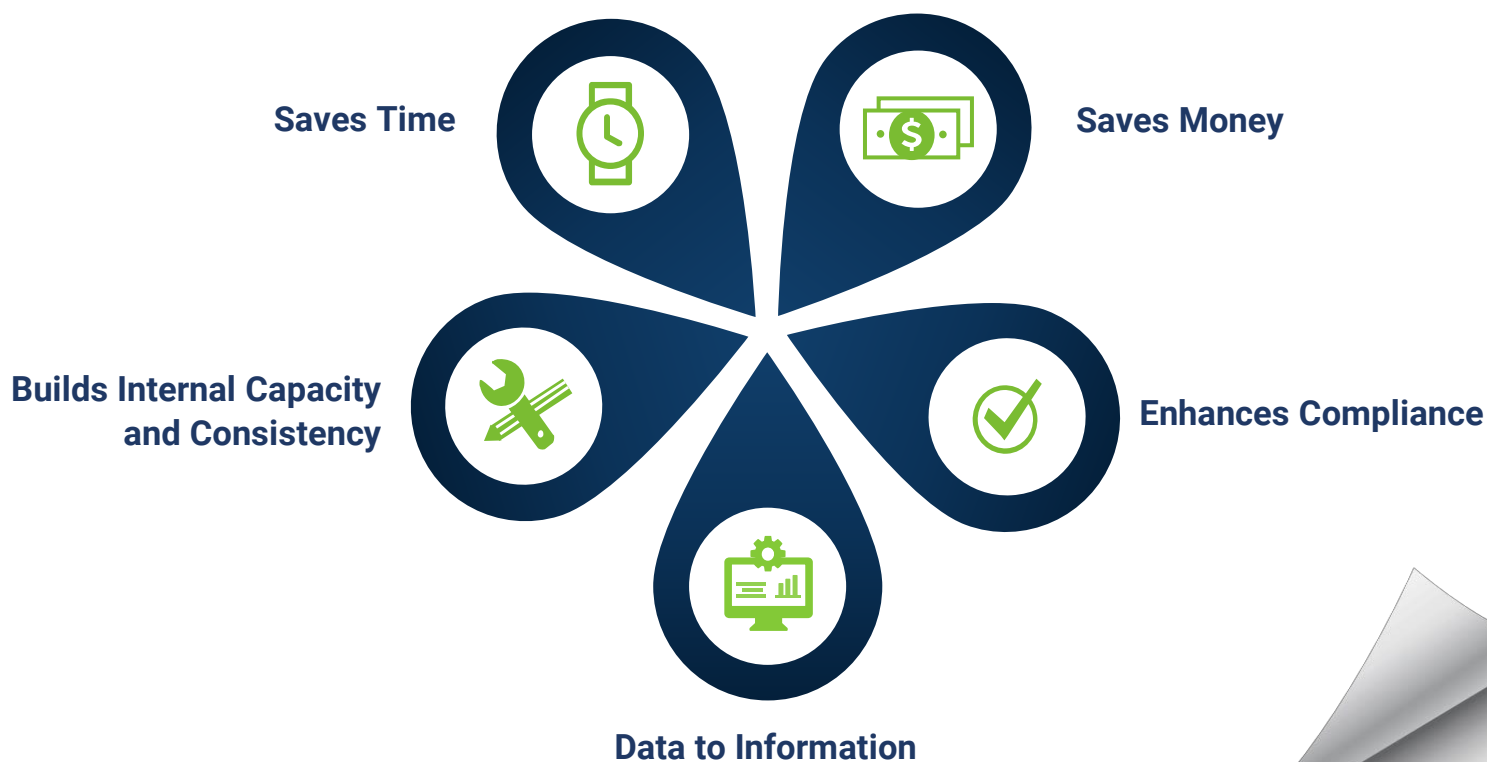
Recent government enforcement actions have focused on hospital and physician financial relationships and resulted in some of the largest settlement payouts. Government enforcement agencies (e.g., OIG) have spoken publicly of a continued initiative to be strategic in the pursuit of healthcare fraud by 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 FMV guidance to enhance and support provider contracting decisions. The Consulting Guide is custom tailored to individual client organizations to support FMV decisions in up to 100 physician and non-physician specialties.

Types of arrangements profiled (Employed and Independent Contractor, Adult and/or Pediatric Specialties):

- Clinical compensation (annual, productivity based, and hourly models)
- Medical director hourly compensation
- Unrestricted on-call rates (i.e., beeper call)



Pinnacle Healthcare Consulting's FMV Online Tool

- Pinnacle Healthcare Consulting's industry leading online tool streamlines the Fair Market Value (FMV) analysis process, empowering healthcare organizations to make data-driven decisions quickly and efficiently. The FMV Tool incorporates Pinnacle Healthcare Consulting's 25+ years of provider compensation valuation experience into a modernized product which provides organizations with comprehensive FMV Opinions.
- The tool integrates Pinnacle's proprietary industry insight and multiple valuation principles to provide clients with information and documentation to execute contracts and support their compliance initiatives. Backed by our third-party opinion, the tool is designed to enhance compliance, build internal consistency, and was purposefully created to prioritize strategic organizational objectives.
- This is more than just an FMV tool—it's a cornerstone for ensuring compliance, mitigating risk, and building a defensible framework for healthcare contracting decisions in an ever-evolving regulatory landscape.

Our Clients



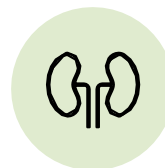
**Ambulatory
Surgery Centers**



**Digital Health &
Technology Companies**



**Hospitals &
Health Systems**



**Kidney Care
Companies**



Law Firms



**Life Sciences
Companies**



Medical Practices



**Nonprofit
Organizations**



Private Equity



Value-Based Entities

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

Chief Revenue Office
Multi-Hospital Health System

Valuable tool in assuring compliance standards are met.

Director of Finance & Operations
Academically Affiliated Healthcare System

For more information, please contact Noah Gaudette at NGaudette@AskPHC.com, John P. Carter at JCarter@AskPHC.com, or visit us online at [AskPHC.com](https://www.AskPHC.com)