

Improving Provider Organization Performance and Boosting Enterprise Value

In the fast-evolving healthcare landscape, provider organizations face numerous challenges, including adopting value-based care models, expanding service lines, optimizing operations, and leveraging technology to enhance care delivery. To thrive, providers must implement innovative strategies that enhance patient care, improve financial outcomes, and streamline operations.

CWH Advisors has extensive experience helping healthcare provider organizations navigate these challenges. As an operator-based consulting firm, we assist our clients in optimizing their operations, improving patient outcomes, increasing profitability and designing strategies that boost long-term enterprise value.



Accelerating Innovation



Well-formed strategies



Service differentiators



Technological advantages



Innovative contracting



Operational excellence

Our Comprehensive Services

Strategic Growth and Expansion:

Explore growth opportunities through geographic expansion, service line optimization, and partnerships with other healthcare organizations. We help providers develop strategies to expand their footprint and service offerings while maintaining quality.

- **Service line optimization**
- **Partnerships and acquisitions**
- **Market expansion**

Reimbursement Strategies and Payor Contracting:

Enhance reimbursement strategies and negotiate favorable payer contracts. By analyzing government payor cross-subsidies and complex reimbursement structures, we enable providers to secure better terms with commercial and Medicare Advantage payors. Our approach includes developing comprehensive payor strategies, creating negotiation tactics, and optimizing contract terms to maximize reimbursement and align with provider goals.

- **Contract design and negotiation**
- **Alternative payment models**
- **Contract performance evaluation**

Value-Based Care Transformation:

Transition to value-based care by aligning care delivery with patient needs. Our approach includes evaluating and, when necessary, refining care delivery models, developing tailored alternative payment models, structuring value-based contracts, and implementing strategies that incentivize quality outcomes over volume.

- Care redesign
- Alternative payment models
- Population health analytics
- Value-based contracting
- Value-based enablement services

Revenue Cycle Improvements:

Optimize revenue cycle processes to capture more revenue and reduce denials. Our experts conduct revenue cycle audits and offer strategies to improve billing accuracy, manage prior authorizations, reduce claim denials, and accelerate collections.

- Billing and coding optimization
- Denial management
- Revenue cycle audits

Technology Enhancement and Digital Transformation:

Leverage cutting-edge technology to improve care delivery and streamline operations. We assist providers in optimizing EHR systems, adopting telemedicine solutions, and utilizing data analytics to enhance decision-making.

- Telemedicine and digital care implementation
- EHR optimization
- AI and automation

Patient Engagement and Access:

Improve patient satisfaction and retention by optimizing your digital front door and patient access processes. We help providers implement and refine tools that facilitate better communication, improve access, and enhance patient experiences.

- Patient access optimization
- Digital front door
- Patient experience enhancements

Migration and Expansion to Home-Based Care Delivery:

Expand healthcare delivery to include one of the most important sites of care: the home. Adopt new strategies to meet patients where they are and desire to receive care. We help organizations design and implement home-based care models that improve patient outcomes and reduce costs.

- Home care strategy design
- Technology integration
- Site of care optimization

Remote Patient Monitoring and Virtual Care Services:

Enhance care and patient satisfaction by integrating remote patient monitoring (RPM) and virtual care services. We support providers in designing, scaling, and profiting from these important service offerings.

- RPM program development
- Virtual care services integration

Vendor Selection Support:

Selecting the right vendors for healthcare technology and services is critical to operational success. We help providers evaluate and choose the right vendors to support their business needs.

- Vendor evaluation and selection
- Contract negotiation



CWH Advisors is a leading healthcare-focused management consulting firm dedicated to providing strategic and operational guidance that drives meaningful outcomes. Our team of seasoned operating executives collaborates with organizations across the healthcare ecosystem to fuel sustainable growth, streamline operations, and successfully navigate today's complex and ever-changing market dynamics. Whether business transformation, optimizing product-market fit, refining reimbursement strategies, or planning for expansion, CWH Advisors leverages deep industry expertise and proven methodologies to deliver impactful, measurable results.

For more information, visit: www.cwhadvisors.com

