

Physician Practice Mergers

Many merger attempts never get off the ground. Most often it is because those considering the merger cannot clearly and objectively answer the question: Why do you want to merge? More specifically, you may be asking:

- Can strength in numbers get us better reimbursement rates from managed care?
- Will a larger size make it feasible to tap new revenue sources from ancillary services?
- Can a larger group practice overcome threats from competition?
- Will we be able to hire top management talent and have more success in recruiting needed physicians?
- Can our merger produce capital for purchasing new technology?

Avoid costly or even fatal merger mistakes by using a consulting team with years of hands-on experience.

Delta has a long, successful track record in merging practices of all sizes and specialties -- from the simple joining of two small practices to the simultaneous merger of over 20 practices and 50 physicians. Our step-by-step support gives you an objective view of the benefits and the pitfalls of a merger for your specific situation.

Delta's Feasibility Process will answer these questions and more by taking you through proven steps for success:

- Financial analysis on a common basis to assure comparability
- Cultural fit and commitment to a common vision
- Ancillary service feasibility
- Overhead reductions
- Governance and compensation structures
- Implementation
- Management recruiting

Our Case Studies illustrate our successful track record.

Single-Specialty and Multi-Specialty Mergers

Delta Health Care has facilitated numerous mergers in Primary Care and related specialties such as Internal Medicine, Family Practice, Pediatrics, and OB/GYN. In addition, we have worked with successful mergers in the following specialties:

- Anesthesiology
- Cardiology
- Gastroenterology
- General surgery
- Neurology / Neuro surgery
- Ophthalmology / optometry
- Orthopedics
- Radiology
- Urology

Other Services

- Strategic planning
- Partner-level arrangements
- Income distribution
- Practice organization
- Practice start-up
- Practice valuations
- Practice assessment
- Billings and collections assessment
- Interim management
- Credentialing

Visit www.DeltaHealthCare.com corporate site for more information.