



# Let's SCALE together.

**Building modernized  
healthcare delivery platforms  
that yield better results.**

**SCALE+**  
healthcare

[www.scale-healthcare.com](http://www.scale-healthcare.com)

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# About Us

**SCALE is an entirely unique management consulting firm that offers a full range of multidisciplinary solutions exclusively to healthcare service organizations including provider platforms, hospital systems, and healthcare focused private equity groups across the United States.**

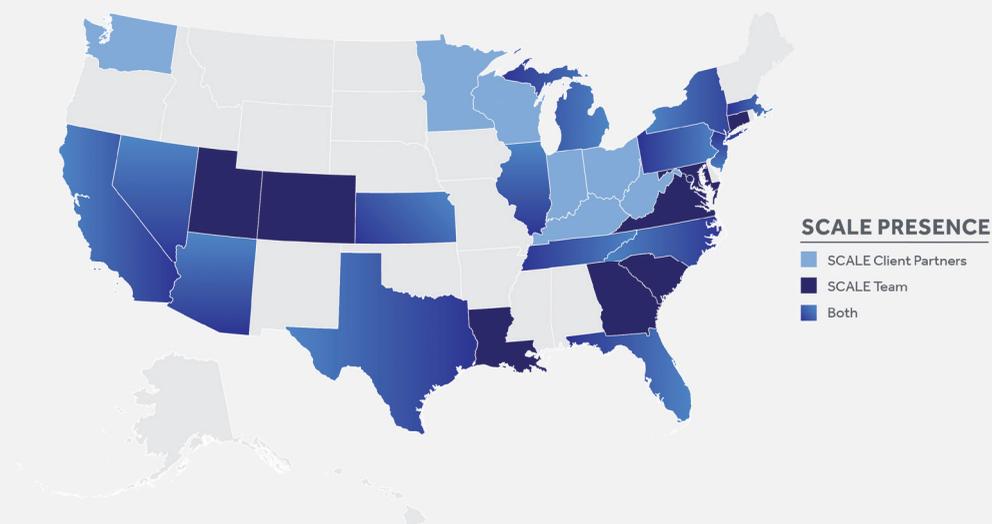
SCALE was founded in 2019 by Roy Bejarano and Jason Schifman with a vision to help management teams and healthcare providers build sustainable businesses.



**Roy Bejarano**  
Co-Founder & CEO  
[roy@scale-healthcare.com](mailto:roy@scale-healthcare.com)



**Jason Schifman**  
Co-Founder & President  
[jason@scale-healthcare.com](mailto:jason@scale-healthcare.com)



# Why SCALE?



**We are perfectly relevant to your business.** We only work with healthcare services companies.



**We are proven operators ready to help you,** not just consultants.



We pride ourselves on being **cost effective and delivering tangible results.**



**We invest in our clients across all regions** and alongside private equity groups if requested.

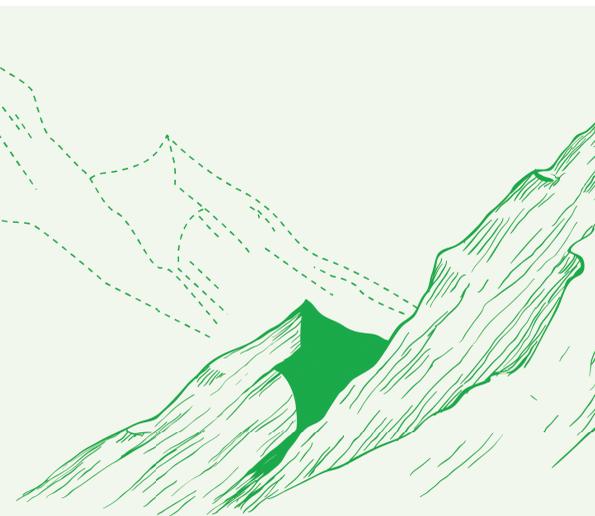
## SCALE Companies

Choose from our dynamic and flexible services offered through our family of brands to solve for the missing pieces unique to your business operations.



SCALE is like a personal trainer. The results happen so much faster when someone guides you rather than trying to get it done alone. They feel like members of the company, executives, who do the necessary detail work to effect change. If you want to grow and be more profitable by working smarter instead of faster, they can get you there. They are there for the long term, increasing accountability, efficiency, and ultimately EBITDA far beyond their cost.

— Steve Maron, MD, President, VEP Healthcare



# Our Services

## Who We Serve



Provider Groups



Risk-Based  
Platforms/Payers



Other Clinical  
Groups



Private Equity



Lenders



Investment Banks



Health  
Systems

## Consulting Services

- + Call Centers
- + Corporate Development
- + Data & IT Systems Strategy & Implementation
- + Executive Search
- + Financial Systems & Reporting
- + Full Managerial Oversight
- + Full Turnaround & Restructuring Capabilities
- + Interim C-Suite Management
- + Market Research
- + Marketing & Communications
- + MSO & Practice Integration
- + MSO, Strategy & Development
- + Payer Contracting/Risk Based Strategy
- + Practice Acquisition
- + Pre-investment
- + Business Plan Development
- + Pre-LOI Initial Target Review
- + Prep for Sale
- + Post-LOI Business Due Diligence
- + Provider Recruitment & Retention
- + Quality of Earnings
- + Revenue Cycle Management
- + Strategic Partnerships
- + Strategy & Performance Review
- + Third Party Staffing & Supplies Management
- + Training Program Development



SCALE's proficiency in a wide range of operational and managerial disciplines has been essential in the evolution of our physician group.

**Dr. Bala Sankarapandian**  
CEO & Transplant Nephrologist, PPG Health

# Our Team

Unlike the many consulting firms that offer narrow solutions borne of limited direct expertise, we rely on our team of **60+ operational healthcare experts** to ensure we provide relevant experience across every management discipline and clinical specialty that falls within healthcare services.



The level of support from the SCALE team is always outstanding and the ability to tap into the collective expertise of the advisor group is a rare opportunity to access some of the best minds and talent in the industry.



— **Mike Reed**  
Executive Partner, Value Based Care Operations



At SCALE, Operating Partners join expert SCALE leaders and bring their content and field expertise and experience to a client project. The breadth and depth of the integrated team allows for high quality, focused and targeted consultation services focused on tangible goals.



— **Janice Pyrc**  
Executive Partner, Behavioral Health

60+

Operational discipline & clinical service experts

45+

Healthcare companies founded by our team

120+

Healthcare c-suite roles our team has held

30+

Healthcare company exits led by our team

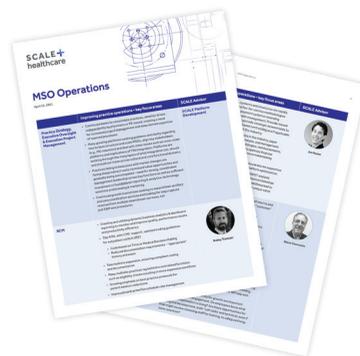


# Thought Leadership



## Whitepaper: The Art of Physician Consolidation

Now more than ever, individual physician practices face complex challenges and an unpredictable industry environment. We have found the most effective pathway to create meaningful and significant value is through practice consolidation.



## Report: Improving MSO Operations

Over 10 healthcare management experts contributed to our latest report highlighting areas of improvement for MSO operations.



## Webinar: Challenges & Opportunities for Hospital Systems

SCALE's panel of senior hospital management leaders share their experience pre- and post-pandemic as well as their predictions for the future of the industry.

**VISIT THE RESOURCE CENTER ON OUR WEBSITE FOR MORE INFORMATION**

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We have greatly valued the character, professionalism, and work ethic of the entire SCALE team. SCALE offered us a unique blend of behavioral health expertise, exemplary leadership in management, and executive discipline and support resources. By working together with SCALE, our company was able to accelerate our growth and development, as well as enhance our management oversight program and analytics-driven performance monitoring. SCALE has proven to be true partner and we look forward to future opportunities to collaborate together.

— **Prof Dr Anto Bonci**, Founder & Executive Chairman, GIA Miami  
— **Francesco Del Governatore**, Chief Executive Officer, GIA Miami

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# Case Study

## Platform Strategy, Operations & Development

### Overview

SCALE was tasked with a 'blank slate' mandate for one of its clients. The Company was stable, but was looking for outside guidance on how to further improve its business and operations.

### Execution

SCALE reviewed the business and identified six key initiatives.

1. Improve RCM oversight and reduce RCM cost
2. Build a Business Development/ M&A program
3. Enhance network wide oversight program
4. Build a Business Development Program
5. Build an M&A Program
6. Develop Site Oversight Program

### Results



**Cost Savings:** Secured meaningful cost savings from several vendors totaling approximately \$1M.



**Established Roadmap for Growth:** Developed marketing collateral and list of targets. Reached out to targets and initiated multiple conversations.



**Site Performance Improvement:** Improved performance at underperforming sites and reduced monthly losses.

### Featured clients



THE BEEKMAN GROUP



CRH Anesthesia



ONCAP

SOLARIS HEALTH



Twinkl Boro





# SCALE+ healthcare

- + **Strategic discipline.**
- + **Actionable intelligence.**
- + **Operational excellence.**

SCALE prides itself in developing customized solutions for its clients and helping health-care organizations grow and thrive in a challenging marketplace. Now, we are ready to help you. We look forward to sharing examples of how we have helped our clients and invite you to schedule a 1-on-1 complimentary practice management consultation with us.

Contact Kevin Gillis at [kgillis@scale-healthcare.com](mailto:kgillis@scale-healthcare.com),  
or +1 (603) 440-3375 to continue the conversation.