

## SCALE MSO Formation Solutions

# Your Partner for Driving and Managing an MSO Formation.



### The SCALE Difference



Clearly Defined Roadmaps



Accelerated Timelines



De-Risked Execution



Seasoned MSO Domain Specific Expertise



Improved Communications & Performance Reporting

Our robust team of former senior operators can help you build a more valuable platform and expand your options for the future. Proper sequencing and successful MSO development before a sale transaction can lead to a much better outcome. SCALE provides fully outsourced solutions with thoughtful strategy & collaborative execution, while driving and managing an MSO formation alongside your current management team.

### How We Work

#### + MSO Stabilization & Development: Operational Integration

- Financial Systems & Reporting
- RCM Integration & Department Development
- IT Integration & Department Development
- HR Integration & Department Development

#### + Cross-Platform Harmonization

- Development of scalable management oversight program
- Payer contracting structure & strategy alignment
- Organizational culture alignment
- Provider compensation plan structuring & alignment

#### + Data Analytics & Dashboard Reporting Program Development

- Enterprise-wide data and analytics management to support:
  - Network oversight
  - Performance best-practice benchmarking
  - Payer & strategic partnership discussions

#### + Enterprise Strategy

- Sales, marketing and branding
- Enterprise-level payer strategy development and execution
- Add-on acquisition execution
- Same-store growth and development
- Patient experience management and improvement program

# SCALE

/skāl/ • noun

A graduated series of steps or order.

*Our singular focus is to help healthcare providers achieve success with a systematic approach.*



## A Fully Developed, Scalable MSO Structure

SCALE is available to oversee any or all departments with the level of involvement that fits your needs.



SCALE's proficiency in a wide range of operational and managerial disciplines has been essential in the evolution of our physician group. With their leadership and guidance we have improved our reporting and infrastructure allowing us to make timely decisions and execute on several key initiatives.

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

## Our Team



**Roy Bejarano**  
Co-Founder & CEO



**Jason Schifman**  
Co-Founder & President



**Carl Friedrich**  
Managing Director



**Doug Driver**  
SCALE Finance



**Bobby Trenczer**  
SCALE RCM



**Cedric Tuck-Sherman**  
SCALE Marketing



**Emma Abeln**  
SCALE Executive Search



**David Kovel**  
IT Systems

## Featured Clients



**SCALE+**  
healthcare

SCALE prides itself in developing customized solutions for its clients and helping healthcare 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.**