

SCALE Education Community of Teachers

Hear from leading provider group CEOs, operational discipline experts, and top research analysts on a monthly basis with timely, insightful, and valuable intel to help you scale your healthcare business.



Janice Pyrcce

Executive Partner, Behavioral Health Platforms at SCALE Healthcare

"Investors focused on a behavioral health need to be sure that they're ultimately picking and supporting a business that has a clear definition, a niche that supports their mission. There's a lot of addiction programs and the ones that do well normally have a clearly identified approach to how they're doing what they're doing. So that it can be made tangible and communicated to the markets that they work in. There is much demand, but you can't offer something that's vanilla and expect to be treated well by the broader market place. It's got to be really well defined."



Andrew Mintz

Executive Partner, Multispecialty Groups at SCALE Healthcare & CEO of Pinnacle Fertility

"By integrating every individual to the same mission statement which, for example, is 'Fulfilling dreams by creating families.', we are holding everyone equally responsible in taking up initiatives that uphold this goal. We then apply a primary measurable goal to each of these five broader goals to help focus everyone's mind on ensuring we achieve meaningful progress in the most relevant supporting metrics. As an example, when it comes to quality, all of our practices have been asked to achieve one standard deviation of improvement against the national live birth rate, as measured by SART and CDC. And so, we are able to have tangible priorities with tangible results attached to each of our five corporate strategies."



Jonathan Kron

CEO of Med24

"The NHS public sector was created in 1948, but there's always been a private element to healthcare in the UK. Even on the primary care side of the NHS, the providers are all private practitioners, they all have their own private businesses. They have patient referral contracts with the NHS and that is where the majority of their volume comes from. So, it's always been incorrect to define the UK market as entirely or even mostly public. Yes, it's mostly a single payor system - the NHS represents 80-82% of total spend in any given year. But, is that so different to a state like New Jersey or Connecticut or Nevada in the US where most of the dollar spend is captured by one to three payor groups - Medicare, Medicaid and, for example, one dominant commercial managed care group such as Horizon Blue Cross or United Health or Aetna."



Eric Rogers

CEO of Palm Vascular Centers

"In our field, the longer the disease progresses, the more complex the patient is and the more expensive the patient is. If we diagnose the disease early, it's a much more cost-effective way to provide care. A lot of the technologies in our space have evolved around the concept of early detection. ABI machines are constantly being upgraded and simplified. There are home mats that read a patient's blood flow to the bottom of their feet, and then automatically upload results for remote monitoring. Remote monitoring is gaining steam and traction in a lot of different industries. So, we are continuously watching evolving technology solutions."



David Drzewiecki

CEO of Absolute Dental

"I see lots of opportunity and continued growth within Medicare Advantage. Not all states offer the Medicare Advantage plans yet, but I do think that we're seeing more traction on that specifically in Nevada. And I do think that as the expansion continues to happen across the country, you'll see more programs. You'll also start to see dental added directly in government plans. Right now, it's not directly included - the payers are adding dental coverage as a value-add offering - but I think dental coverage will eventually be baked in natively by the government."



Michele Masucci

Partner in the Health Services Practice Group at Nixon Peabody

"There are many very good and competent lawyers. Physician groups have different needs depending upon their size, maturity and trajectory. Health care regulations and laws are increasingly complex. It is a rational decision to utilize lower cost attorneys for day to day operations in smaller businesses. However, I advise all physician groups to consult with competent health care counsel in connection with all of its relationships with referral sources. As the business grows, you will also benefit by having a lawyer who is familiar with market conditions, has the experience with complex transactions and does not always need to re-invent the wheel."