



avanzastrategies.com

Advancing Outpatient and Community Health Strategies

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KEEPING PACE WITH CHANGES IN HEALTHCARE

We are Avanza Healthcare Strategies, formerly ASC Strategies—leaders in the migration of surgery from hospitals to outpatient settings.

Now, in the emerging era of accountable care, with its emphasis on population health and preventive care, we are also providing the same high-value guidance to clients establishing new outpatient services or developing collaborative community health initiatives. Along with our new name and broader mission comes an even more diverse team of experts ready to help healthcare organizations meet their fiscal, regulatory and community obligations.

As our company evolves to better meet the needs of hospitals, health systems and physicians, some things remain unchanged:

- We are still a sought-after partner for migrating low-risk inpatient services to outpatient settings, with an ongoing focus on ambulatory surgery centers.
- We remain committed to helping you—our clients—capitalize on emerging opportunities to add or re-engineer service lines through productive hospital-physician collaborations.
- We will always accommodate your evolving needs with highly customized engagements, multi-disciplinary teams, flexible project scopes and variable lengths of engagement.
- We will continue to do all of this with the same mix of candor and diplomacy that you have appreciated over the years.

Avanza is our name. How can we help you?

a·van·za

verb

1 to advance

2 to make progress

3 to move forward

PRACTICE AREAS



We didn't want to engage a traditional hospital consultant who was still learning how outpatient services should be delivered; we wanted someone with a track record in the outpatient space that would bring a different and valuable perspective to our project.

DAVID DIBNER
Senior Vice President

NYU Langone Medical Center, Hospital for Joint Diseases

OUTPATIENT SERVICES

Avanza guides healthcare organizations through the process of determining which hospital services should be relocated to more accessible, lower-cost outpatient facilities. We will also help you re-engineer the delivery of those services to be more patient friendly, efficient and cost effective.

We are most known for our extensive experience in ambulatory surgery center (ASC) development and operations. More recently our work has extended beyond surgery centers to include helping clients develop comprehensive ambulatory care centers. Opening a new facility creates opportunities to reduce waste, eliminate redundancies, integrate services and improve the patient experience. Avanza has the expertise to ensure you achieve all of these outcomes.

COMMUNITY HEALTH

In the emerging landscape of accountable care, with its emphasis on population health and preventive care, healthcare services will be delivered not only through physicians, but also in collaboration with community providers and other healthcare agencies. Avanza provides the guidance and expertise necessary to successfully apply federal mandates and industry best practices within a local context.

Our team brings together the combined experiences of senior hospital executives, clinical service providers and experts in community health to help your organization improve health outcomes, reduce readmissions, increase patient satisfaction and lower costs. We can help you continue to be an essential healthcare leader in your community as the focus of healthcare shifts from volume to value.

OUR CORE CAPABILITIES

- Strategic Planning
- Feasibility Assessment
- Partnership Development and Facilitation
- Program Design
- Implementation
- Regulatory Compliance
- Operations
- Evaluation
- Due Diligence

We'll help you figure it out. Call us at 512.479.6700.



THE AVANZA DIFFERENCE



Joan's no-nonsense approach and excellent business sense helped us weed through the complex details that often confound hospital executives. More important than her subject matter expertise is her ability to connect with physicians, with whom she is quick to build credibility through her direct, instructive, yet personable style.

KEVIN DAVIDSON
Executive Director of
Strategy & Business
Development

Hoag Memorial
Hospital

- Each member of Avanza's highly skilled team has a minimum of 15 years of leadership experience in one or more aspects of the healthcare field.
- With experience working throughout the United States, Avanza can help you implement local solutions to local problems and still meet the myriad demands of state and federal regulators.
- We custom-build, multidisciplinary teams with senior-level professions to provide precisely the expertise you need and nothing you don't.
- We accommodate your evolving needs with highly customized engagements, flexible project scopes and variable lengths of engagement.
- Avanza is an owner-operated firm, unencumbered by the constraints of larger, bureaucratic companies. No matter the size of your project, you will work directly with a decision maker.

EXPERIENCE MATTERS.

Avanza has worked with independent community hospitals, large academic medical centers and everything in between.

Avanza and its predecessor companies have helped hospitals and health systems in more than 30 states capitalize on emerging opportunities to add or re-engineer service lines and expand markets, establish services in outpatient settings, turn state and federal healthcare policies into business opportunities, and develop partnerships with physicians and other providers.

