



STRATEGIC
HEALTHCARE
ADVISERS

www.strategichca.com

Corporate Office:
121 Leinart St.
Clinton, TN 37716
Phone: (865) 505-0080

Overview

Strategic Healthcare Advisers (SHA), LLC, was formed to provide affordable, experienced services to clients. Most consultants have never been faced with the day to day challenges of being a healthcare provider:

- Making payroll every two weeks,
- Ensuring timely payment to vendors,
- Balancing demands of employees, medical staff, and board members.

SHA has “been in your shoes” and uses those experiences to help its clients achieve success.

What Makes SHA Unique?

SHA has:

- *Operated hospitals, nursing homes, home health agencies, physician practices, etc.*
- *Developed numerous strategic plans for healthcare providers.*
- *Led several boards of directors through transaction process.*
- *Raised capital to fund projects/startups, etc.*
- *Developed and led plans to improve operations.*
- *Started companies and new services.*
- *Been accountable to a healthcare board of directors or investors.*
- *Problem solved with medical staff, leadership, and employees.*

SERVICES

Strategic Planning

With 20+ years of operating healthcare facilities and services, SHA leadership has overseen the development of strategic plans for hospitals, nursing homes, home health agencies, and physician practices. Establishing the strategic direction and obtaining support from constituents, combined with the execution of the plan, are instrumental in building a successful organization. Accountability

within the organization is the foundation of the plan’s success.

Strategic Advisory, Transaction Representation

SHA leadership has served in various capacities in the transaction process – Buyer/Seller, Owner/Board Member, Executive Team Member. The required actions may include: (1) enhanced operational improvements, (2) working with a lender, board, or owner to restructure the company’s finances, or (3) assessing the strategic options for long term continued operation of the organization.

Strategic Questions

- What trends are occurring in our industry segment relative to affiliations?
- How is the organization’s financial strength compared to industry benchmarks?
- How are our competitors performing?
- Is our market position #1 or #2?



Strategic Options

- Continue growth strategies
- Seek relationship(s) to strengthen market position
- Divest/Sell to ensure long term service availability

Operational Reviews

With the challenges facing the healthcare industry organizations can use a “fresh set of eyes” to see where opportunities may exist to improve the operational performance. This may include staffing, supply usage, service contracts, revenue cycle, debt restructuring, etc. SHA can assist you in the review of your company to determine where there may be opportunities to improve financial performance. The experience of operating hospitals, nursing homes, home health agencies, and physician offices provides us a current perspective on the issues challenging healthcare operators. We have lowered operating and overhead costs while maintaining or improving the quality of service.

For More information please contact us at:

Email: Steve.Clapp@strategichca.com

Office: (865) 505-0080