

Distressed Health Care

Economic instability and the pressure by legislature are putting hospitals under pressure. We offer ways out of the crisis.

Making. Businesses. Better.

Increasing pressure

For several years, policy makers increase pressure on hospitals by stipulating and enforcing dedicated rules and measures. For example, the recent German Medical Service of the Health Funds (MDK) bill has imposed tough restrictions on hospitals preventing them from running on achieving full cost coverage (not to mention generating profits).

Counter strategies merely based on increase of business volume have proven to be ineffective since quite some time. Particularly owners of smaller hospitals are confronted with substantial challenges. Lawmakers desire of structural change becomes true.

Conventional means are insufficient to ensure turnarounds. Rather, far-reaching changes are to be strived for and executed.

Pathways out of crisis

Consolidation and sanitation of hospitals administrative structures are inevitable. Along with that, focussing on core competences is essential.

Which options are available for hospital owners aware of and willing to comply to their responsibilities?

- New alignment of organization and medical profile
- Setting up of regional, specific concepts
- Merger, partial/complete closing of operations
- Sales of hospital

Supported by the specific restructuring instruments offered by the respective laws, the hospitals business model can be re-shaped even more substantially and rapidly. The same applies for restructuring of account payables. Depending on individual needs, several tools and procedures can be applied in a highly targeted and effective manner.

1. Preventive restructuring framework

2. Protective screen procedure

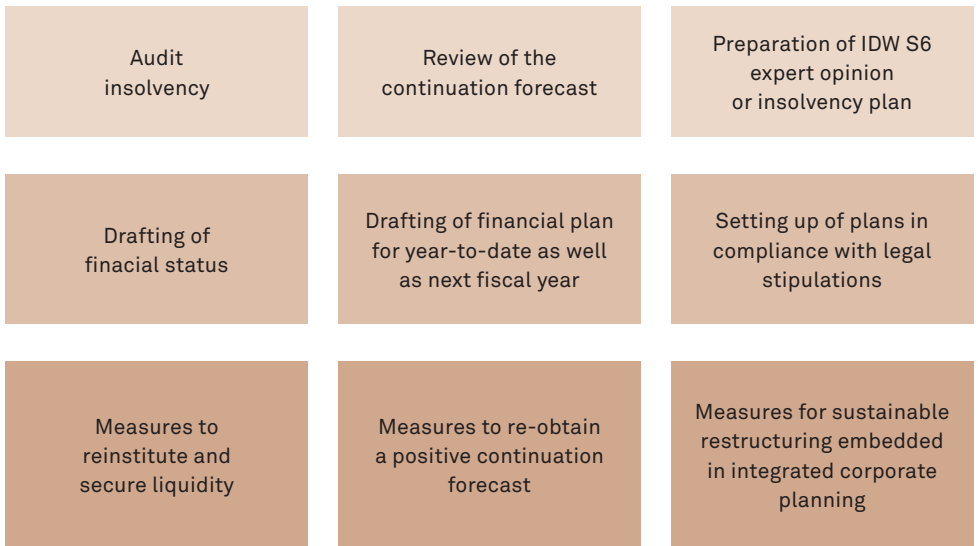
3. ESUG Self-administration

4. Insolvency proceedings

We extend support in all phases of business operations and restructuring. Our advisory services are thus never limited to an one-sided view only. Rather, we consequently and comprehensively consider strategic and operational requirements and shed light on all relevant aspects. Our team possesses know-how and managerial experience comprising business development, setting up of healthcare concepts, legal advice, demanding and obtaining public funding, hospital (crisis) management as well as bankruptcy administration.

Distressed Health Care Roadmap and tailormade concepts

Each roadmap is drafted and shaped for your company on an exclusive basis. We strictly develop such together with you. Roadmaps are structured in way providing clear guidance and orientation for all stakeholders concerned. Within very limited time, we manage to provide evidence which measures are to be taken in what sequence.



Operational competencies

We distinguish ourselves by providing a neutral assessment of corporate model and business development concepts (which may happen in close communication and reconciliation with funding bodies) – consequent and straight implementation of concepts to develop restructure and (if required) discontinue operations – establishing continuation forecasts extending crucial support in communication and reconciliation with owners and funding entities. We are glad to assume responsibility as interim managers, CRO or project/program managers.

Team



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