

## PHYSICIAN SERVICES

experience **insight** // Looking for a group with the perspective and skills to provide answers about your organization's performance? **Welcome to BKD.** BKD National Health Care Group works with hundreds of independent physicians and physician groups on a variety of strategic, financial, operational and regulatory compliance matters. Experience how our insight can help you make smart, well-informed decisions that **help your organization thrive.**



### TAX PLANNING

In addition to helping you stay compliant, BKD can help your practice look for ways to reduce income taxes and improve cash flow management strategies, including handling of payroll taxes, entity structures, compensation timing and methodology issues and can advise you on phantom income and estate planning.

### REVENUE & COMPENSATION ARRANGEMENTS & ENHANCEMENT

BKD National Health Care Group CPAs and practice management consultants know what it takes to help you operate more efficiently while boosting compensation, increasing revenue and operating margins and delivering measurable results to the bottom line. Your compensation plan is a key factor in the success or failure of your practice. Is your plan motivating desired behavior? Does your plan accentuate your strategic and succession plans? Our advisors have the experience and expertise necessary to design effective solutions to help you achieve your goals.

### STRATEGIC PLANNING & POSITIONING

We can help to improve operating procedures, boost collections and resolve compensation, employee benefits

and third-party payer issues. We can help you set revenue and performance goals, measure results and plan for provider additions or terminations.

### REVENUE CYCLE REVIEWS & OPERATIONAL ASSESSMENTS

In today's fiscal environment, proactive health care organizations need to evaluate business office operations to ensure the use of best practices. We offer an unbiased, results-oriented approach to analyzing your revenue cycle and business office issues. If your organization is experiencing a decrease in cash flow and an increase in accounts receivable days, write-offs and third-party denials, you may want to consider an operations assessment to determine where revenue leakage is occurring.

We also can provide a detailed analysis of billing and reimbursement processes, ancillary services policies and practice, patient access, health information management, coding and charge capture, billing and claims submission, follow-up and denial management, bad-debt collection and compliance issues related to the revenue cycle. Our certified consultants help physician clinics and groups, rural health clinics, non-physician practitioners and administrators evaluate practice coding and billing operations. We also provide operational analysis, performance and productivity benchmarking and coding and claims reviews.

250 CLIENTS 

**Experience a clear point of view** with a firm that works with approximately 250 independent physicians and physician groups and has professionals trained in the industry.

“ Our BKD advisor may have started as an analyst, but has subsequently become an integral part of our office. . . . The staff views him as one of our staff members and looks to him for suggestions and guidance. ”

**David Stein, M.D.**

**President**

Ear Nose & Throat Associates

## COMPLIANCE PROGRAM EFFECTIVENESS REVIEWS

We can measure the effectiveness of your corporate compliance program, conduct risk assessments, facilitate an organizational analysis and provide your organization with recommendations for improvement. BKD has developed specific tools that help health care providers evaluate the effectiveness of their compliance programs. These tools consist of questionnaires, checklists, surveys and other forms that are designed to identify gaps and flaws in compliance programs.

## MERGERS & JOINT VENTURES

Are you considering merging with another practice, creating a joint venture or joining with a

hospital? Whether you need help with financial projections or due diligence, BKD has the expertise to help you make an informed decision.

## SUCCESSION PLANNING

Management and ownership succession planning is often a complicated process. You must consider the tax effects of alternative plans and the structure and financing of buy/sell agreements, etc., as well as your personal objectives, expectations and obligations. We can help you design an exit strategy, physician recruitment and retention programs, compensation incentives and ancillary income streams.

**590 ADVISORS** 

**Experience expertise** from approximately 590 advisors focused on issues facing health care clients.

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