

Ambulatory Surgery Center – Development

Every surgery center begins as an exciting vision for ensuring better health. Bringing that vision to reality demands an experienced partner who can help you make certain you've got the right team in place, the appropriate certifications and licensing, and the proper organizational structure. Pinnacle III has developed over 40 surgery centers since 1999. We can make your vision a prosperous reality.

When it comes to a healthy future, building a solid foundation is fundamental.

Give your new surgery center the excellent start it deserves by partnering with Pinnacle III. We manage every aspect of the operational development of your ASC, whether you are a hospital, a joint venture, or a physician-owned center.

Financial Development

- III Providing a complete set of financial data to project:
 - Facility revenues
 - Operational costs
 - Profits
- III Assisting in the facility conceptual space plan
- III Estimating capital equipment expenditures
- III Recommending financing strategies
- III Projecting multi-year cash flow statement
- III Projecting multi-year profit and loss statement

- III Identifying top payors to prioritize contract negotiations

- III Offering on-site presentation to physicians and facility partners

Physician Recruitment/Syndication

- III Establishing pre-syndication meeting schedules
- III Conducting meetings with prospective surgical groups and individual surgeons
- III Facilitating data collection from prospective surgeons for financial pro forma

Building Design and Development

- III Providing early, as well as ongoing, reviews of architectural plans and space design with client, architect, and contractor
- III Working closely with contractor to ensure timelines, quality standards and budgets are achieved
- III Procuring capital equipment
- III Working with architect and contractor in establishing equipment cut sheets
- III Facilitating final facility walk through and punch list

Organizational Structure Development

- III Establishing governance structure, governance documents, medical staff bylaws, rules and regulations
- III Establishing Board of Managers
- III Guiding selection of Medical Director, Medical Advisory Committee, QA Committee and key staff
- III Obtaining required state licensure and Medicare certification through active participation in licensure and certification surveys
- III Obtaining business license, if needed
- III Assisting in client's selection of identity and logo

Operational Systems

- ||| Assisting legal counsel with bylaws
- ||| Hiring on-site Clinical Director
- ||| Assisting Clinical Director in:
 - Hiring and training staff
 - Setting up employee files
 - Developing staffing plans
- ||| Establishing vendor relations with competitive price points
- ||| Developing and implementing employee benefit package
- ||| Overseeing protocols required by state licensing organization
- ||| Preparing staff for Medicare certification process
- ||| Establishing protocols for anesthesia, laboratories, laundry, housekeeping, and other outsourced services
- ||| Guiding client in selection and implementation of management information systems
- ||| Facilitating the integration of systems between facility and group practice(s) to establish economic and systematic efficiency
- ||| Negotiating third-party payor contracts
- ||| Establishing fee schedule for client review
- ||| Developing and implementing recommended credentialing procedures
- ||| Identifying potential Group Purchasing Organization (GPO) arrangements
- ||| Arranging for general liability, malpractice, and contents insurance
- ||| Drafting and implementing clinical, business office, and human resources forms
- ||| Ordering and stocking supply inventories
- ||| Assisting with data entry of inventory variables into management information system
- ||| Developing and implementing physician block schedule