

Hands-on, unmatched level of ASC development & management expertise

Featured Clients





NOVOCARDIA



STARPOINT







Whether you are considering developing a de novo ASC or need help improving the operational performance of one or more ASCs in your portfolio, SCALE brings an unmatched level of hands-on expertise with an experienced team of operators to meet your goals.

The SCALE Difference

- **Broad Expertise In:**
 - Strategy, Growth & Development
 - Operational Assessment & Management
 - Regulatory Compliance
 - Due Diligence
 - Partnership Development
 - Integration
 - Interim Leadership

How We Work

Clearly Defined

Roadmaps





Accelerated Timelines



De-Risked

Execution



Main Areas of Focus: ASC Joint Ventures

ASC Development

ASC Management



Expertise

ASC Turnaround Optimization & Growth

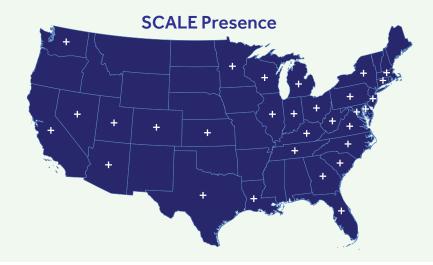


Performance Reporting

SCALE

/skāl/ • noun A graduated series of steps or order.

Our singular focus is to help healthcare providers achieve success with a systematic approach.



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They worked tirelessly in their pursuit of obtaining the most optimal results for our centers. They understand the healthcare marketplace extremely well and their guidance has been instrumental in the success of our centers and my medical practice.

Peter S. Kim M.D., Managing Partner, Gotham Gastroenterology, PLLC & Gotham Medical Associates, PLLC & President, Liberty Endoscopy Center

Case Study: De Novo Management Company & ASC Development

Overview

Frontier Healthcare was founded in 2010 and served as a management company and equity partner to a network of majority physicianowned ASCs in New York and New Jersey. At the time of its sale to Physicians Endoscopy in April 2017, Frontier Healthcare was the largest ASC management company in New York.

Executions

SCALE's executive leadership developed and managed 15 de novo ASCs representing over 130 partner physicians, 150,000 procedures per annum, and full in-house anesthesia services through their former company, Frontier Healthcare. Its network included nearly \$200 million in aggregate network collections and \$90 million in aggregate network profit. Their wholly owned management and billing operations employed nearly 100 full time employees responsible for:

- De novo execution from business plan development and entity formation through Certificate-of-Need licensure application, construction, regulator site surveys, and pre-opening operational ramp-up.
- Post-opening operations, regulatory compliance, and financial oversight.
- Robust portfolio of on-going strategy, growth, and development initiatives implemented across the network.
- Revenue cycle management including benefits verification & authorization and full claims processing services across 250,000+ claims per year.
- Arranging and managing more than \$40 million of debt across its ASCs.

Our Team





Vineesh Manchanda, MBA Vice President



Lynda Mischel Managing Director



SCALE prides itself in developing customized solutions for its clients and helping healthcare organizations grow and thrive in a challenging marketplace. Now, we are ready to help you. We look forward to sharing examples of how we have helped our clients and invite you to schedule a 1-on-1 complimentary practice management consultation with us.

Contact Seth Bauer at SBauer@scale-healthcare.com or +1 (636) 357-8225 to continue the conversation.