

Case Study: A Northeast Community Hospital

Situation: A northeastern community hospital recognized the need to develop a strategy for "scaling up" in order to more effectively compete with multi-billion-dollar competitive systems.

Approach: Developed a strategic process that evaluated organic vs. transaction oriented roll-up strategies for growth, including facilities, capital, and operational perspectives.

Solution: Initial integration of three community hospitals (soon to be five) that will advance the business scale, clinical service array, quality infrastructure, and facilities infrastructure to a level that will allow it to compete much more effectively in the regional market.

Result: Improvements in financial performance, clinical performance, and growth trajectory that have helped solidify the future of the system in a challenging market.

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