

Single-Specialty Thinks Big

A TrustWorks Case Study



Expanding a Specialty Hospital's Platform to Create a National Network

TrustWorks partnered with a nationally recognized single-specialty health system to **co-design its national ambulatory platform** and update its strategic blueprints

Services Deployed

- Organizational Strategy
- MSO Platform Design
- Governance Modernization & Assessment
- Enterprise Structural Design
- Service Line Planning
- Care Model Design
- Access Improvement Initiatives
- Business Model Transformation
- Financial Modelling
- Market Growth & Analysis

CHALLENGES



One of the nation's leading single-specialty healthcare systems determined it was a **strategic imperative to develop a national ambulatory platform**. The system wanted to remain an independent and trusted partner in the provision of financial and infrastructure support for affiliated clinicians, while **expanding its brand geographically in service of world-class care delivery** and the education of healthcare professionals.

SOLUTIONS



- TrustWorks delivered a **comprehensive proposal, including deliverables and an estimated 90-day schedule**, within one week of contact by sponsor.
- TrustWorks **conducted focused information requests and stakeholder conversations** with key clinical and administrative leadership, synthesizing critical market- and client-based data within four weeks.
- TrustWorks generated **iterative conceptual models based on prior and existing ambulatory models**, garnering feedback from leadership across multi-functional areas, including executive, operational, financial and clinical.

RESULTS



1 Designed a Unified Strategic Blueprint

- **Improved value for consumers, regional & national employers, and commercial & government insurers**
- Enabled affiliated physicians to achieve growth, diversify revenue, and maintain practice independence

2 Created a Dynamic Financial Model

- **Provided a multi-variable sensitivity analysis** for each of the strategic components under consideration, including capital investment and shareholder return calculations

3 Mapped a Governance Roadmap

- **Detailed how to implement necessary changes** to governance, leadership, and management structures to ensure accountable progress

TrustWorks
Collective



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