

It's More Than Academic

A TrustWorks Case Study



Integrating Community Providers Into an Academic System

TrustWorks designed a roadmap for an academic health system to better integrate its community-based provider assets after the system made several moves that doubled its service area

Services Deployed

- Organizational Strategy
- Governance Modernization & Assessment
- Enterprise Structural Design
- M&A & Affiliation Support
- Service Line Planning
- Care Model Design
- Access Improvement Initiatives
- Business Model Transformation
- Economic Performance Assessment
- Physician Compensation Design & Implementation
- Market Growth & Analysis

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CHALLENGES



An academic healthcare system was experiencing **unanticipated integration challenges after acquiring a community hospital, opening an ambulatory services campus, and partnering with a large multi-specialty group.** Having doubled the size of its catchment area, the system wanted to leverage this non-faculty-based practice model to expand patient access and diversify revenue.

SOLUTIONS



- TrustWorks **designed a more integrated approach** to achieving the system's strategic growth objectives.
- TrustWorks **evaluated service line performance against the health system's 2025 strategic plan**, including a gap analysis and a network utilization report.
- TrustWorks **developed an organizational structure for the service line** combining the academic and community-based components across the care continuum to **enable a collaborative academic-and-community approach** to advancing the health system's strategic plan.

RESULTS



1

Delivered an Organizational Blueprint

- Issued recommendations for **integrating service-line governance** and operating structures
- Set up a platform for **faculty and community physicians to collaborate** on strategic planning

2

Addressed Closing the Resource Gap

- Focused on **servicing the entire market**
- Suggested **realigning clinical assets within their new geography** to address network utilization and leakage

3

Developed a Staffing Roadmap

- Intended to modernize, standardize, and **align clinical and business performance for physicians and advanced practice provider** staffing, compensation, and care models