

Guiding Cost-Effective Service Models



Outsourced Services to Providers

- Assessment of outsourced pharmacy's competitive position
- Evaluation of alternative medical waste technologies for a service provider
- Revenue forecast for a provider of repair services and inventory management of equipment
- Evaluation of the market opportunity for contract sterilization services
- Assessment of the demand for outsourced pharmacy compounding
- Quantified the economics of sending out lab tests
- Economic justification of an "ICU bunker" for remote ICU monitoring
- Evaluation of providing dialysis in partnership with long-term care facilities
- Design of a turnkey program to reduce 30 day readmissions



Freestanding Services

- Corporate strategy for one of the largest surgicenter chains in the nation
- Start-up business plan for a provider of holistic women's healthcare
- Analysis of retail medicine business concepts in mass merchant sites
- Diversification plan for a major provider of workplace medicine
- Competitive analysis for mid-size regional esoteric reference lab
- Evaluation of prospects for home hemodialysis
- Assessment of home monitoring of CHF patients
- Growth strategy for a specialized clinical trials organization



Specialty Distribution

- Due diligence of a major ostomy wholesaler
- Evaluation of the growth prospects of an infertility specialty pharmacy
- Assessment of reimbursement risk for a sleep apnea specialty wholesaler
- Diversification strategy for a major wholesaler of rehab supplies
- Evaluation of the rental infusion pump market for a provider of home infusion supplies
- Evaluation of durability of VA contract to package generic drugs
- Assessment of a distributor focused on difficult-to-find lab supplies
- Quantification of the synergies available by merging two niche distributors



Direct to Patients

- Exploration of M&A options for a major diabetes supplies company
- Evaluation of patients' propensities to self-pay for acne treatments
- Price elasticity analysis for a self-pay incontinence therapy
- Start-up plan for a dental practice management company
- Assessment of an IVF clinic in Brazil
- Evaluation of patients' interest in paying for retinal imaging diagnostic test
- Due diligence of vein clinic providing cosmetic and medical care
- Evaluated tattoo removal business
- Forecast sales for a new service to review prescriptions for the elderly
- Evaluation of the prospects for offering an invasive therapy in retail clinics