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## Healthcare Business Development & Management Services

Our expertise is in helping you make the most of yours.

As a physician-owned practice, a large or small hospital or a specialty healthcare institution, you know it takes careful planning and innovative thinking to move your enterprise forward. The question is, with the many demands you face on a daily basis, will you be able to find the time to implement change? Even more importantly, do you have the expertise?

Enlightening information, a no-nonsense approach and the ability to invigorate your business in ways you may never have imagined; this is the essence of R&L **Healthcare Advisors**. With the expertise to manage, facilitate and guide any—or all—aspects of your organization, we are a valuable resource for a wide range of clients.

For custom solutions that combine expert analysis, visionary thinking and hands-on implementation designed to harness the opportunities of today's changing landscape, R&L stands apart. We'll make sure your enterprise does too.

### Featured Case Studies



#### Access Diagnostics

We fully implemented the agreed-upon strategy and the client now has better paying agreements with improved language.

[LEARN MORE](#)



#### Lighthouse at Mays Landing

R&L was first engaged to review and implement marketing activities to increase the census of self-pay patients.

[LEARN MORE](#)

### Recent Accomplishments

- Increased Reimbursement 16% on one contract
- Set up annual 5% increases on numerous contracts
- Review of underpayments led to \$15,000 refund for practice in 3 months
- Updated Managed Care portfolio resulting in overall 7% increase

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### Featured News

#### Does the OIG Get It?

I would suggest that it does. In a dramatic reversal of its 1999 opinion letter essentially banning "gainsharing agreements", the Office of the Insurance General (OIG) has now approved six such arrangements.

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OUR SERVICES

HEALTH REFORM

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CASE STUDIES

OUR CLIENTS

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### The healthcare consulting firm committed to breathing new life into your bottom line.

R&L Healthcare Advisors—our expertise is in helping you make the most of yours.

As a physician-owned practice, hospital or specialty healthcare institution, you know it takes careful planning and innovative thinking to thrive in an ever-changing environment. The question is, with the many challenges you face every day, can you find the time to research, plan for and execute the changes your employees, patients and industry demand? More importantly, do you have the expertise to know exactly which changes will have the most significant impact? Without a doubt, you're an expert when it comes to human anatomy. But it takes a whole different body of knowledge to master healthcare management. Today's groundbreaking healthcare reform brings unique challenges, risks and rewards. Without the experience, insight and leadership of a healthcare consulting firm that clearly gets it, your results will fall short. You need the right partner to make sure you capture a healthy share of the emerging opportunities.

### When it comes to healthcare management, results are our specialty.

R&L Healthcare Advisors brings a wealth of skills, knowledge and proven success to the table. Breakthrough insights backed by supporting data, a no-nonsense approach that relies on facts and real-world experience, and the ability to invigorate your business in ways you may never have imagined by leveraging our proven, proprietary formula for success are just a few of the reasons why R&L [Healthcare Advisors](#) is the premiere healthcare consulting firm in the industry. You can count on us to guide, facilitate and manage any - or all - aspects of your healthcare management and become a trusted, integral part of your team. Whether you need creative solutions for raising capital, better reimbursements through your managed care contract, or revolutionary ways to break through obstacles standing in the way of your growth, we'll get the job done.

We don't quite have x-ray vision, but we've successfully dealt with healthcare management from every angle and know how to read between the line items. I guess you could call that our super power. For custom solutions that combine expert analysis, visionary thinking and hands-on implementation designed to harness the opportunities of today's changing landscape, R&L stands apart. We'll make sure your enterprise does too.

Can you trust your healthcare management to R&L? In a heartbeat. Call 941-316-1101 for your free consultation.

### Featured Healthcare Management Case Studies

### Recent Accomplishments

- Increased contract reimbursement 16%
- Set up annual 5% increases on numerous contracts
- Review of underpayments led to \$15,000 refund for practice in 3 months
- Updated Managed Care portfolio resulting in 7% increase
- Conducted Feasibility Study to determine the need for a new Drug and Alcohol Treatment Facility in New Jersey

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