



STRATEGIC PLANNING

Home Care/Hospice Strategic Planning.

A homecare/hospice agency in Massachusetts wanted to review the changing healthcare landscape at the state and federal level and develop strategic priorities for success in the market. We were engaged to conduct an environmental scan and a SWOT analysis, and create scenarios for consideration by the Board and management which included expansion into new areas which would position the organization for partnering with Accountable Care Organizations (ACOs) that were emerging in the market. We facilitated a Board/Management retreat which laid out the priority initiatives and the new competencies needed for the organization to achieve its vision.

Regional Health System Strategic Planning

A regional health system wanted to better position itself in the market to be prepared for alignment opportunities with specific attention to the effectiveness of its regional affiliate and physician alignment strategies. We were engaged to conduct an assessment of the market and to develop strategic priorities for the organization. We worked with a multi-stakeholder workgroup including key physicians, board members, community leaders, and management. The plan was accepted by the Board and the organization was better positioned to assess and conclude a strategic alignment opportunity one year later.
