

# Evolve Your Financial Sustainability for Better Performance

Develop customized provider compensation strategies for your employed network and health system with HSG’s proprietary data and advisory services. Recruit and retain at a higher level in an increasingly value-based environment with a coordinated, comprehensive approach.

## CONTACT US

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## Compensation Plan Redesign

**Strategically align provider compensation models with organizational goals**

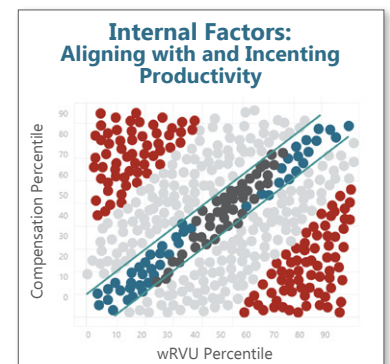
Employed provider compensation continues to trend higher, while reimbursement does not. HSG partners with health systems to develop compensation philosophy and specialty-specific models that are financially sustainable yet promote recruitment and retention in a competitive environment.



## Fair Market Valuation and Commercial Reasonableness

**Adhere to strategic goals and objectives while mitigating compliance risks**

Rising provider compensation combined with increased scrutiny together means a health system needs a strong compliance program in place that includes Fair Market Value (FMV) determinations. HSG’s FMV experts offer guidance on compliance efforts, and provide Fair Market Value and Commercial Reasonableness opinions to support a health system’s compensation and compliance strategy.



**Explanation:**  
**Upper quadrant:** Potential compliance risk  
**Center:** Aligned compensation and productivity  
**Lower quadrant:** Potential retention risk

## Hospital-Based Subsidy Arrangements

**Evaluate subsidies and ensure the arrangements meet a health system’s financial needs**

As resources constrain, volume and demand grows, and expenses rise, health systems are experiencing explosive growth in their subsidies for hospital-based specialties. HSG works with health systems to ensure the arrangements fulfill operational needs in a compliant, cost effective, and mutually beneficial manner.