



**Somerset CPAs Health Care Team**  
*We understand the business of medicine.*



*Key to your financial success:*

➤ **Physician Management Service Organization (MSO) Strategies**

ASO, PSO, MSO—let us help make sense of your physician management service organization.



Do you have questions  
about your MSO?

We can help you deploy or  
assist you in the best practice  
operations of your MSO!

# Physician Management Service Organization (MSO) Strategies

MSOs can be a vital physician alignment strategy—be certain you are doing it right.

## Experience in All Phases of MSO Strategies

- The health care consultants of Somerset have been involved in every phase of management service organization development and operations
- Assessment skills that will provide you with the necessary details to effectively deploy or operate a management service organization

- State-of-the-art tools that can assist you in the effective management of this strategy

## We know that your situation is unique.

The successful deployment and ongoing management of a physician management service organization (MSO) can be an outstanding business venture and physician alignment strategy. Knowing the details of the strategy with appropriately advised steps is critical. The health care consultants of Somerset can assist in the assessment of the start up as well as advisement in the ongoing operation of an MSO. Our expertise includes advanced knowledge in the following service areas:

- Governance and leadership
- General management
- Managed care services
- Claims processing
- Coding audit programs
- Cash management
- Collections and account maintenance
- Fee schedule
- Data and information technology management
- Quality assurance



- Employment management
- Marketing and business development strategies
- Facilities management
- Provider relationships
- Finance and accounting
- Market rate charges for services rendered

The health care consultants of Somerset have personally managed or advised in every detail of this strategy. We have state-of-the-art assessment and operational tools to provide you with solid recommendations regarding the start up and ongoing operations of an MSO. *Another key to your organization's success!*

## > Is a Management Service Organization Strategy Right for You?

### Start Up MSO:

*Is your market and organization ready for the development of an MSO?*

*How will the MSO be structured?*

*Will the MSO be a for-profit or not-for-profit entity?*

*What will be the ownership and governance structure for the MSO?*

### Established MSO:

*Do you have the right fee structure for your services?*

*Do you have the right people in the right place doing the right things? Is MSO staffing keeping up with demand?*

*Do you have the right mix of services to maximize the profitability of your MSO?*

*What are the next steps to mature your MSO?*

**The health care consultants of Somerset can assist you in understanding the complexities of this strategy.**

## Hospital and Health Systems Consulting Services

- Financial modeling
- Revenue cycle enhancement
- Physician compensation
- Revenue improvement - medical practice coding tools
- Fee schedule analysis
- Physician network or practice assessment
- Physician network management: a "best practice" model of performance
- Physician practice strategies: organizational assessment for collaboration - start up - ownership
- Physician alignment strategies
- Coaching and facilitating of board/senior leadership/physician relations
- MSO development
- Practice management training and development
- Assistance in AAAHC and JCAHO accreditation
- Change management
- Interim management

*David Oster, Somerset CPAs Health Care Consultant*

"Creating and operating a successful and efficient Management Service Organization is one of the most difficult tasks an organization can face. Our many years of experience in MSO operations can help guide you to a successful outcome."

### **Somerset CPAs**

3925 River Crossing Parkway  
Third Floor, Post Office Box 40368  
Indianapolis, Indiana 46240-0368  
Tel: 317.472.2200 - 800.469.7206  
Email: [info@somersetcpas.com](mailto:info@somersetcpas.com)  
<http://healthcare.somersetcpas.com>

