

# MSO Integration – IT Systems / Revenue Cycle Management

## Client Profile

### Size

3 practices  
10 MDs  
13 providers

### Location

Central New Jersey

### Specialty

Urology

## Services Deployed



Strategy & Performance Optimization



MSO & Practice Integration



IT



RCM

## Overview

Our Client wanted to integrate three separate practices into one single practice and sought SCALE's multi-disciplinary expertise to achieve this goal.

## Execution

- + SCALE presented a pro forma financial model of what a consolidated practice would look like
- + SCALE presented options for various levels of integration, recommending a high level of integration
- + SCALE projected managed multiple workstreams including legal, financial reporting, HR, malpractice, IT, RCM
- + The second iteration of integration with three practices began in early 2021 and was completed with billing through the newly formed entity seven months later

## Results

- + The newly formed practice is now the fourth largest urology practice in New Jersey
- + SCALE was able to achieve all billing through one new tax ID
- + Each practice's market positioning improved from both an offensive and defensive standpoint
- + Created millions of dollars in realizable equity value

