



“Sheridan is well-positioned to help hospitals and physicians address the emerging market trends and challenges they’re facing. Navigant has proven to be a valuable partner during our strategic evolution into a leading multi-specialty provider of physician and allied services.”

ROBERT J. COWARD
PRESIDENT, SHERIDAN HEALTHCARE

Physician led and managed, Sheridan provides clinical and management services primarily in the areas of anesthesiology, children’s services, emergency medicine and radiology. In addition to the physician and allied health services, it also offers support, training and management in non-clinical areas.

SHERIDAN HEALTHCARE, NAVIGANT PARTNERSHIP SUPPORTS PROVIDERS’ POWER TO PERFORM

THE CHALLENGE

With healthcare delivery in a period of monumental transition from volume to value, the challenge of supporting hospitals, physicians and other providers across the continuum of care has never been greater.

Amid the whirlwind of policy changes, an influx of healthcare users and a projected physician shortage, a growing number of hospital administrators are struggling to find providers. Likewise, physicians are seeking operational efficiencies as changes in reimbursement and the complexity of operating a practice increase.

Increasingly, hospitals and physicians are reaching out to provider outsourcing organizations as a solution. As one of the nation’s largest providers of physician services, [Sheridan Healthcare](#) was an early entrant in the physician-hospital contracting space. Established in 1953, Sheridan’s initial focus on anesthesia services laid the groundwork for it to become the nation’s most experienced provider of multi-specialty outsourced physician staffing and administrative services to hospitals and ambulatory surgery centers.

THE SOLUTION

Sheridan has grown organically through same-contract revenue growth and new contract wins, as well as through acquisitions of complementary medical practice groups. However, the recent shifts in market dynamics have given way to eager audiences making substantial room for growth and expansion in an increasingly competitive environment for hospital-based physician services.

To help support the dramatic change and growth it is experiencing, Sheridan developed a strategic partnership with [Navigant Healthcare](#), through which the organizations collaborate on a variety of projects to develop the best possible solutions for the practices Sheridan serves. Sheridan also works with Navigant to effectively integrate new practice acquisitions through such strategic on-boarding services as revenue cycle reviews, targeted education, recommended improvement plans and follow-up.

navigant.com

About Navigant

Navigant Consulting, Inc. (NYSE: NCI) is a specialized, global professional services firm that helps clients take control of their future. Navigant's professionals apply deep industry knowledge, substantive technical expertise, and an enterprising approach to help clients build, manage and/or protect their business interests. With a focus on markets and clients facing transformational change and significant regulatory or legal pressures, the Firm primarily serves clients in the healthcare, energy and financial services industries. Across a range of advisory, consulting, outsourcing, and technology/analytics services, Navigant's practitioners bring sharp insight that pinpoints opportunities and delivers powerful results. More information about Navigant can be found at navigant.com.

THE IMPACT

With assistance from Navigant, Sheridan has solidly advanced growth and bolstered its service offerings by delivering strong and consistent value to hospitals, health systems, physicians and other providers. This includes:



98 percent average provider retention rate



Long-term relationships with customers, many dating 15-20+ years



Recruited more than 450 providers in 2015

ABOUT SHERIDAN

Sheridan Healthcare Inc. is a leading provider of multi-specialty outsourced physician services to hospitals, ambulatory surgery centers, and other healthcare facilities, primarily in the areas of anesthesiology, neonatology, emergency medicine, and radiology. Sheridan, its subsidiaries, and affiliates currently operate in 37 states and employ more than 4,200 physicians and other healthcare professionals. Sheridan's anesthesiology division, established in 1953, is the leading anesthesia services provider in the country. In addition to physician and allied health services, Sheridan also provides support, training, and management in non-clinical areas. Sheridan is recognized by the National Committee for Quality Assurance as a certified physician organization.