

HealthCare Appraisers

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Solutions

Fair Market Value (“FMV”) Solutions for Recurring Transactions

HealthCare Appraisers offers a wide range of FMV solutions to help healthcare providers and the life sciences community establish and document FMV for virtually all types of compensation arrangements. For recurring transactions, HealthCare Appraisers is the market leader in the development of global solutions across a healthcare enterprise.

We provide individually tailored solutions to determine the FMV for a broad range of recurring compensation arrangements including:

- Medical Director/ Thought Leader Compensation
- Physician Employment Agreements
- Call Coverage Compensation

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The recognized leader in Fair Market Value analysis.

www.HealthCareAppraisers.com

Delray Beach, Florida (Corporate Office)
75 NW 1st Avenue, Ste 201
Delray Beach, FL 33444
561-330-3488

- Chicago
- Dallas
- Denver

Fair Market Value (“FMV”) Solutions for Recurring Transactions



Evaluation and Documentation Options

Review and Validation of Internal Processes

Through our knowledge of healthcare and valuation principles, our experienced professionals are able to evaluate existing internal methodologies with respect to the FMV of recurring transactions. Furthermore, our experts can guide you and recommend solutions to meet your individual needs.

Development of FMV Tools for Internal Use

We have collaborated with some of the largest hospital systems in the nation to develop specialized valuation tools to assess the FMV of a broad range of recurring transactions. The flexibility of these FMV tools allows our clients to address both current and future arrangements. For instance, HAI worked with HCA, Inc., one of the largest for-profit hospital systems in the country, to develop an internal compensation calculator which will be used by its hospitals around the nation to determine the FMV for physicians providing emergency department call coverage.

Global / System-Wide FMV Studies

We have worked with facilities ranging from small rural hospitals to some of the country’s largest hospital systems to develop enterprise-wide FMV solutions. For example, HAI assisted a large for-profit hospital system to determine the FMV of call coverage arrangements for multiple medical and surgical specialties within specified regions. Within this framework, additional physician specialties can be easily incorporated into the FMV process through cost effective addendums.

Individualized FMV Reports

Recognizing that there is often a need to determine the FMV of a specific transaction, our dedicated healthcare valuation professionals have the knowledge and expertise to understand the requirements of a given arrangement and provide you with an insightful and defensible work product. In addition, our valuation team can provide individualized consulting to help design FMV compliant compensation arrangements.