



**ORGANIZATIONAL
NEEDS & CHALLENGES**

TILLER-HEWITT SOLUTIONS

| | Strategic Growth Readiness Assessment | Strategic Growth Assessment, Planning & Execution | Service Line Growth & Development | Provider Integration Program Rapid Physician Ramp-up & Retention | Physician Liaison Program Assessment * Development * Implementation | Sales Training Professional Consultative Needs-Based | Lean Process Improvement - Focused for Strategic Growth | trackerPLUS Physician Relationship Management & Intelligence Platform | Network Integrity Data |
|---|---------------------------------------|---|-----------------------------------|--|---|--|---|---|------------------------|
| Access, Capacity, Throughput Challenges | ✓ | ✓ | ✓ | | | | ✓ | | |
| Business Development | ✓ | ✓ | ✓ | | ✓ | | | | |
| Employed Physician Referral Leakage Mitigation | ✓ | | | ✓ | ✓ | | ✓ | | |
| Financial Losses (Organizational and Physician Enterprise) | ✓ | | ✓ | | | | | | ✓ |
| Issue Resolution Tracking / Accountability | | | | | ✓ | | | ✓ | |
| Market Intelligence | | | | | ✓ | | | ✓ | ✓ |
| Market Share Data | | | | | | | | | ✓ |
| New Physician & APP Onboarding / Integration | | | | ✓ | ✓ | | | | |
| Network Integrity - Care Consolidation | ✓ | ✓ | | | ✓ | | ✓ | ✓ | ✓ |
| Outmigration in Key Specialties | ✓ | ✓ | ✓ | | ✓ | ✓ | ✓ | ✓ | ✓ |
| Physician & APP Mentorship | | | | ✓ | | | ✓ | | |
| Physician & APP Recruitment | ✓ | | | ✓ | ✓ | | | | |
| Physician & APP Retention | | | | ✓ | | | | | |
| Physician Camaraderie and Mentorship | | | | ✓ | ✓ | | | | |
| Physician Engagement | ✓ | | | ✓ | ✓ | | | | |
| Physician Liaison Program Redevelopment | ✓ | ✓ | | | ✓ | | | ✓ | ✓ |
| Physician-Hospital Relations | ✓ | ✓ | ✓ | | ✓ | | | ✓ | |
| Rapid Ramp-up of New Physicians & APPs | | | ✓ | ✓ | ✓ | | ✓ | | |
| Referral Data (Internal & External) | | | | | | | | ✓ | ✓ |
| Service Line Development | ✓ | ✓ | ✓ | | ✓ | | ✓ | | |
| Specialty & Service Line Growth | ✓ | ✓ | ✓ | | ✓ | | | | |
| Strategic Growth Plan Development | ✓ | ✓ | ✓ | | ✓ | | | | ✓ |
| Strategic Market Share Growth | | ✓ | ✓ | | ✓ | | | | ✓ |
| Strategic Plan Execution | | ✓ | ✓ | | ✓ | ✓ | | | ✓ |
| Training for Leaders of Physician Liaisons / Outreach Teams | | | | | ✓ | ✓ | | | |
| Training for Physician Liaison/Outreach Teams | | | | | ✓ | ✓ | | | |