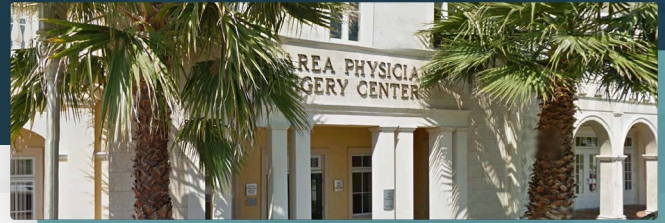


Dramatic Turnaround in Tampa Bay



An ASC Faced with an Unsure Future

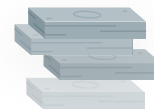
Twelve surgeons set out with a vision to establish an ASC in the Tampa Bay area focusing on high quality, yet cost-effective care. They launched with ambitious goals, building on a strong partner base of skilled physicians. But in a short time, they were faced with operational and financial challenges that jeopardized the future of the center.

When Compass became engaged, the center was struggling to meet normal operating expenses and experienced a host of management related issues that led to the loss of over 150 cases per month. Facing technical default on \$10M of loans and operations in disarray, the center turned to our team to develop a comprehensive turnaround strategy. Starting with an understanding of the partners goals, a plan was quickly developed to resolve key issues and restore stability and growth.

BAY AREA PHYSICIANS SURGERY CENTER Brandon, FL

Urology, ENT, Gastroenterology, Orthopedics

27° 53' 33.44" - 82° 18' 55.32"



\$10M of Loans
in technical default

150+ Cases Lost
every month



A Strategy for Success

Compass presents an action plan for success—leveraging its knowledge of the Florida market and relationships with key banks, personnel, and payers, to quickly engage and focus on core priorities.



Obtain AAAHC accreditation
and a key commercial insurance
contract affecting case volume



Favorably restructure debt
and resolve cash flow issues to
decrease operational overhead

- » Clean up office operations
- » Form a sound business plan
- » Establish key metrics
- » Institute regular clinical quality reviews

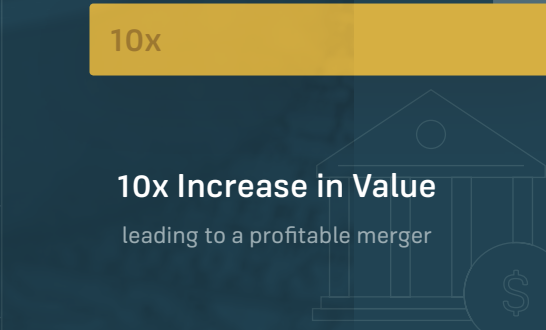
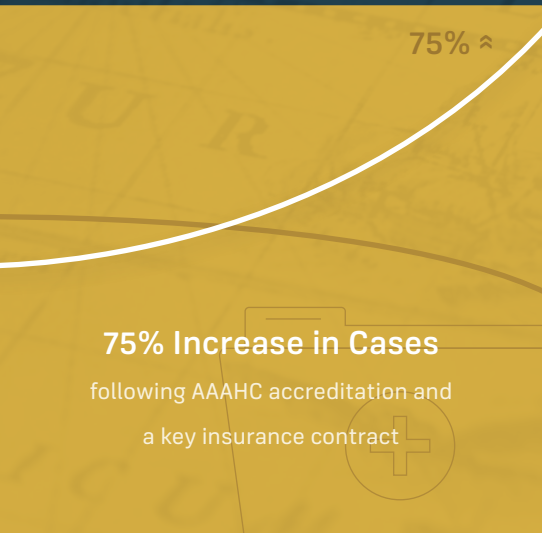


Dramatic Turnaround in Tampa Bay

DELIVERING RESULTS

From Cash Calls to Distributions

Within a year of partnering with Compass, the results were monumental. Most notably, monthly case volume almost doubled, all accounts payable were made current, and partners received 7 distributions in 6 months.



- » **Conducted 7 distributions to partners in 6 months**
- » Resolved cashflow issues, making accounts current
- » Attracted new doctors and grew partner base by 10%
- » Created a more efficient atmosphere for physicians



Scott Powell, MD
BOARD MEMBER & ENT SURGEON

Compass worked tirelessly to help our center. I never had any doubt in their integrity. Their efforts not only restored stability, but prepared the center for a profitable hospital merger.

Contact Compass today to help build a successful roadmap for your ASC

Our mission is to create high-value partnerships that provide exceptional surgical services to local communities and a positive return to each partner. If you are facing challenging obstacles, consider partnering with experts that have a proven track record of delivering solutions that put you back in control.