



MEDICAL MANAGEMENT, LLC

The Physician Practice Management Company



PROHEALTH PARTNERS OVERVIEW

" ProHealth gives physicians the
autonomy and independence of
Private Practice with
the economies of scale and negotiating
leverage of a large group"

PROHEALTH MISSION STATEMENT

To provide a model in which physicians enjoy professional independence, preserve the physician-patient relationship and act as the patient advocate, to ensure that the health care needs of patients are the first and foremost priority.

PROHEALTH GOALS

- To preserve the physician-patient relationship. To be the patient advocate
- To preserve the independence that physicians enjoyed in private practice
- To give the physician the ability to control his or her own destiny
- To provide physicians the contracting & purchasing leverage to thrive economically

PROHEALTH PHYSICIAN'S BILL OF RIGHTS

- Right to refer to any physician
- Right to see or not to see managed care patients
- Right to decide which hospitals to admit to
- Right to determine where to set up office(s)
- Right to income generated within a physician's "cost center"
- Right to manage your office
- Right to set your own hours

THE “EASY OUT”

- Physicians have the option to leave ProHealth at any time **AND** take their charts with them
- Can remain in practice at same office location
- No penalties
- No non-compete clause
- We are the only group that we know of that allows for an “Easy Out”

“KEEP WHAT YOU EARN”

- Physician is allocated 100% of the revenue he or she generates.
- Physician is also allocated his or her share of expenses:
 - Allocated for “operating costs” in office including rent staff, supplies, etc.
 - Charged for billing & management fees
 - Allocated unique physician specific “Professional Expenses” such as malpractice, benefits, auto expense, etc.
- Physicians control how much expense they want or need including size of office, number of staff, salary rates of staff, malpractice limits, etc.
- Income from a physician’s “cost center” is not shared. No subsidization between physicians.
- “Cost Center” Concept: All revenues & collections are tracked in each physician’s “Cost Center”.

KEEP YOUR OPTIONS OPEN WITH PROHEALTH

- Hire more MDs, expand to other sites
- Sell your practice back to ProHealth and retire or relocate
- Hire a contract physician or nurse practitioner and “Scale Back” hours
- Leave ProHealth, go back into Private Practice or sell to someone else
- You or your estate are protected from day 1 in the case of death or disability
- Sell your practice to ProHealth and stay on a few days a week, “The Never Retire Scenario”
- Reduce to part time without having to shoulder all the overhead of a full time practice

PROHEALTH LOGISTICS

- Physicians are “Employees” of ProHealth:
 - Salary = revenue generated by physician less expenses (like in private practice)
 - Access to group rates for health, dental, life & disability insurance
 - Access to 401k / Pension Plan
 - All payroll taxes / benefits, etc. coordinated by Argus
- Argus provides “Management Services”:
 - Billing
 - Employee Staffing
 - Accounting / Benefits / Human resources
 - Credentialing, PPO Contracting, Purchasing Contracts, Marketing
 - Regional Manager
 - Argus “advises” – physicians have final say
- Like being in solo practice but with support & leverage of a large group:
 - Physicians can submit expense reports on a pre-tax basis just like in private practice

SUMMARY

- **Increase your Revenue:**
 - More PPO and/or HMO contracts = more volume
 - Higher reimbursement on contracts
 - Less time spent on management = more time to generate revenue
- **Reduce your Expenses:**
 - Volume discounts, eg. malpractice, supplies, services, etc.
 - Reduce office overhead by using Argus centralized services, eg. Accounting, Credentialing, Human Resources, etc.
- **Reduce your Risk:**
 - Compliance programs for billing, HIPAA, OSHA, etc.
 - Back up systems for billing, back up staff for office personnel vacancies, back up physicians for vacations, etc.
 - Sell your practice if retire, relocate, or in case of disability or death
- **Simplify your Life:**
 - Integrated benefits including group rates on health, dental, life & disability, Pension / 401k plan
 - Optional Hospitalist services for admissions, night & weekend call
 - Regional Manager to oversee practice

Thank You!