



The Margin Erosion Crisis

Understanding & Acting on
Healthcare's Financial Dilemma

SEPTEMBER 17, 2024

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Welcome



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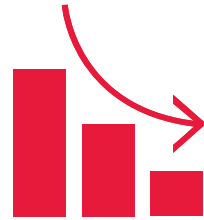
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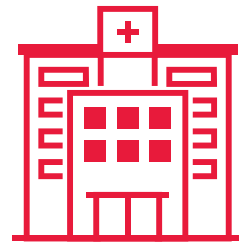
Learning Objectives



Review key financial and operational drivers of margin performance



Identify strategies for achieving sustainable cost reduction solutions including tax strategies



Describe timely regulatory and compliance updates affecting the healthcare industry

Our Agenda Today



Current Financial Landscape: Navigating Margin Erosion



Root Causes: Key Factors Contributing to Margin Erosion



Charting the Course: Actionable Solutions for a Sustainable Future



Regulatory and Compliance Update



Audience Questions

DISCUSSION QUESTION #1

What is the top challenge facing your organization in the next six months?

1

Labor shortages and rising costs

2

Difficulty finding capital and fulfilling financial covenants

3

Migration of care and competition from non-traditional players

4

Declining reimbursements and evolving payment models

5

Volume growth and market share capture strategy

6

Do not know/Not applicable

Current Financial Landscape: Navigating Margin Erosion



DISCUSSION QUESTION #2

Which of the following best describes your organization?

1

Hospital/Health System

2

Academic Medical Center

3

Physician Group

4

Outpatient/Ambulatory Surgery Center

5

Long Term/Post-Acute/Home Health

6

Other

Root Causes: Key Factors Contributing to Margin Erosion



DISCUSSION QUESTION #3

How do you anticipate the next 12-24 months will be for your organization compared to the past 12-24 months?

1

Much better

2

Somewhat better

3

About the same

4

Somewhat worse

5

Much worse

6

Do not know/prefer not to answer/
not applicable

Charting the Course: Actionable Solutions for a Sustainable Future



Regulatory and Compliance Update



Regulatory Updates



Loper Bright and the overturning of Chevron



AI Legislation



AHA challenges FTC ban on certain non-compete agreements



CA healthcare worker minimum wage status



What is Project 25?

DISCUSSION QUESTION #4

Would you like to speak to any of the presenters from today's webinar?

1

Yes, I would like to speak to Amy Nash
(Healthcare Management Consulting)

2

Yes, I would like to speak to David Francis
(Healthcare Management Consulting)

3

Yes, I would like to speak to Jonathan Mahan
(Healthcare Turnaround & Restructuring)

4

Yes, I would like to speak to Venson Wallin
(Healthcare Regulatory & Compliance)

5

No, thank you.

Join Us for Our Next Healthcare Webcast

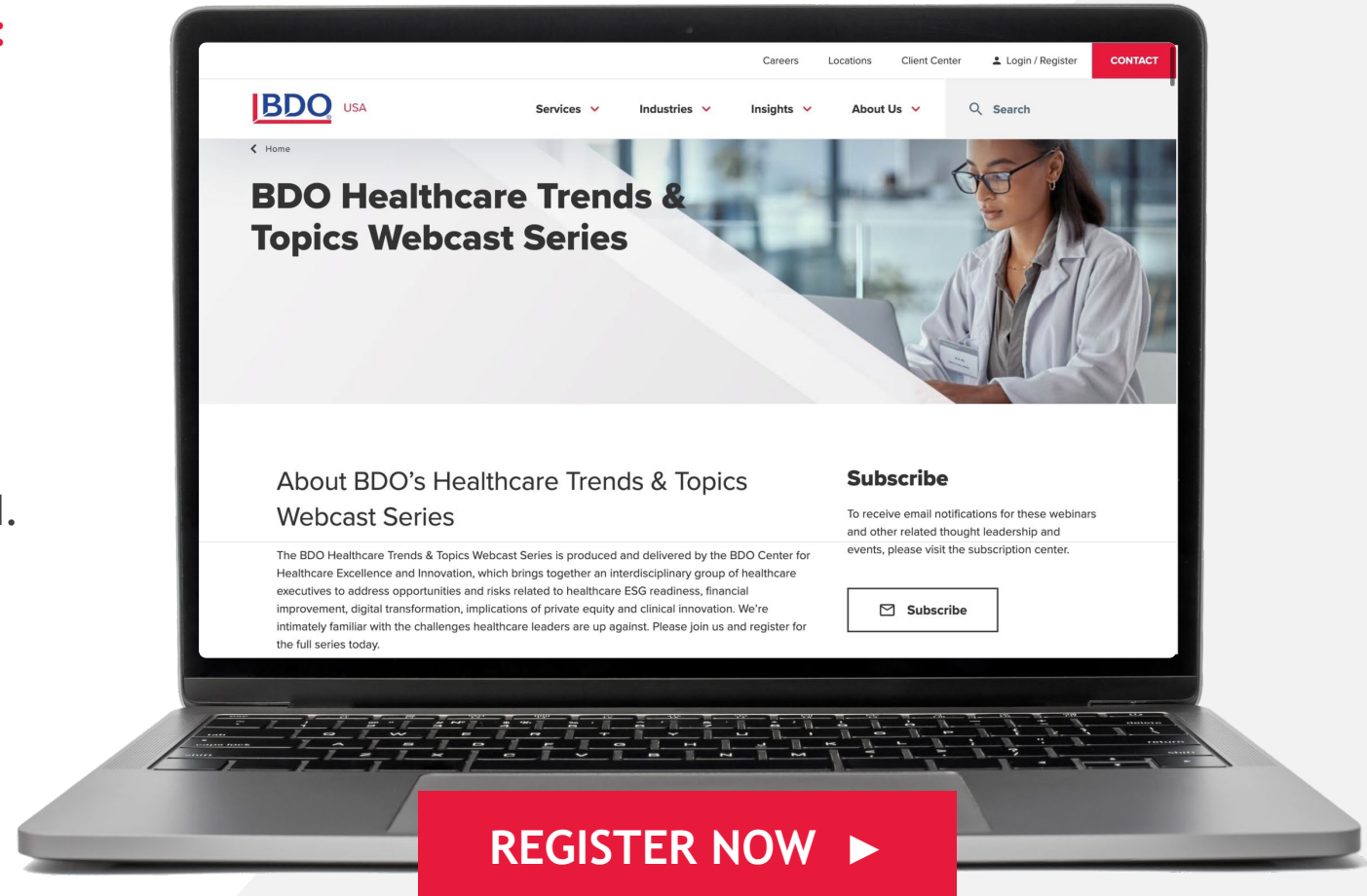
BDO's Healthcare Trends & Topics Webcast Series: Healthcare's Stability Outlook for 2025

Tuesday, December 3, 2024

1:00 PM EST

As we head into the new year, the BDO Center for Healthcare Excellence and Innovation will share a glimpse into the most prominent trends we expect to see in 2025, and how healthcare leaders can take advantage of key opportunities to improve stability while staying vigilant for potential roadblocks ahead. An update on the latest compliance and regulatory issues facing the healthcare industry will be provided at the end of the webcast.

1.0 CPE Credit In the field of Specialized Knowledge (SK)





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