

## THE TRG APPROACH

TRG specializes in assisting leadership in bringing precision to defining and formulating an approach that effectively resolves complex issues. We bring the following to each engagement:

**THE RIGHT PEOPLE:** Our consultants include senior-level healthcare leaders who have firsthand experience with leading academic medical centers and teaching hospitals.

**UNIQUE PERSPECTIVE:** We foster new ways of thinking about relationships, strategic partners, service line development, market positioning, competition, governance, operations, finance, revenue generation and access to capital.

**EXTENSIVE AMC EXPERIENCE:** Our approach and process are unique to academic medicine. Specifically, we focus on competitiveness to remain viable, emerging trends and technology to stay relevant, and resourcefulness as a means of furthering strategic and academic missions.

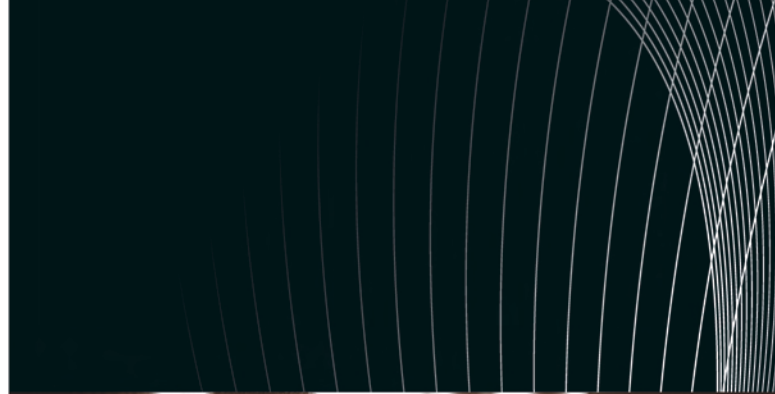
For more information about TRG services, consultants and experience, please visit our Web site, [www.trghealthcare.com](http://www.trghealthcare.com) or call **267.256.0726**.

### TRG Healthcare Offices:

Denver, CO

Philadelphia, PA

Southfield, MI



**STRATEGIC SERVICES  
FOR ACADEMIC MEDICAL CENTERS**

 **TRG**  
HEALTHCARE



**TRG HEALTHCARE** offers a unique blend of advisory experiences for university hospitals, medical schools and faculty practices. We have a deep understanding of the complexities of Academic Medical Centers, recognizing the synergies and natural tensions between the educational, research and clinical missions.

We believe AMC's are opportunely positioned at this stage of healthcare evolution to materially differentiate themselves from competitors. They can do this by optimizing the deepening nexus between translational research and clinical practice. We believe, as well, that AMC's are the natural market consolidators and are best able to organize care in the broad regions they serve. At TRG Healthcare, we have developed our practice and recruited staff with experience to support and meet the needs of academic health service organizations.

### **TRG SERVICES**

Academic Medical Centers represent the future of health care, and our success hinges upon the success of our AMC clients. TRG develops strategies and guides institutions through the successful execution of these strategies.

We have proven results in our work with academic healthcare organizations in the following areas:

#### **STRATEGIC POSITIONING**

We develop institutional plans based on the unique characteristics of your target market. We isolate the fundamental initiatives for optimizing the strategic effectiveness of your organization, creating clarity for management around the essential actions for success.

#### **SPECIALIZED CLINICAL PROGRAMMING**

We develop industry-leading, data- and innovation-driven plans for key clinical specialties, particularly with capabilities in cancer care, cardiovascular services, neurosciences and orthopedics.

#### **STRATEGIC ALIGNMENT**

We have unique capabilities and an extensive track record in facilitating the processes that lead to successful acquisitions, mergers or joint ventures with target institutional partners.

#### **ECONOMIC PERFORMANCE**

We have specialized capabilities in faculty practice and clinical department performance, in graduate medical education funding and in the structure of funds flow among university hospitals, faculty practices and medical schools.

#### **RESEARCH PROGRAM PLANNING**

Our knowledge and expertise have been effective in the development of plans for the growth and optimization of clinical and translational research programs, their infrastructure and funding sources.

#### **MEDICAL SCHOOL PLANNING**

We have the skills and experience to support the establishment of new medical schools or supporting growth initiatives for existing medical schools.

#### **OPERATIONAL PARTNERSHIPS**

We are experienced at developing institutional relationships between academic medical centers and third-party organizations with the expertise, capital or technology to complement your organization's existing capabilities.

