

# Ensure Your Arrangements are Compliant and Market-Based



Coker's Financial Services team has worked with health systems, medical groups, and healthcare legal counsel from coast-to-coast for nearly 30 years advising them on hospital-physician economic transactions. This advice can range from employment agreements to professional services agreements, co-management agreements, distributions from ACOs/CINs, call pay and medical director agreements, and others. Coker has valuation expertise in every transaction where remuneration changes hands between hospitals and physicians.

Coker sees compensation valuation as a multifaceted analysis wherein it is incumbent upon the valuator to understand both the quantitative and qualitative aspects of a transaction. We use sound quantitative market data to serve as the foundation for any analysis, then apply our knowledge of the specific dynamics of the particular situation, coupled with our healthcare industry and valuation expertise to formulate our final conclusions. Coker's conclusions and recommendations assist organizations as they strive for compliance in today's evolving healthcare market.

## Coker's Approach

While we tailor our work to meet the needs of our clients, Coker's process typically includes the following three key steps:

1. Request Data/Understand Situation
2. Develop Initial Conclusions and Recommendations and Discuss with Client
3. Develop and Issue Final Report

For further information about Coker Group and how we can help your organization with compensation valuation, visit [www.cokergroup.com](http://www.cokergroup.com), or call us at 800.345.5829 x2021 to speak with Justin Chamblee, CPA, Senior Vice President.