



Dave Capone
President & Founder
(302) 299-7627
dcapone@dccsconsulting.com

www.dccsconsulting.com

CASE STUDY: FINANCIAL ADVISORY SERVICES

SITUATION ANALYSIS:

An acute care Health System, \$300 million net revenues, had experienced unfavorable operating margin trends over two consecutive years. In addition, the Health System recently experienced turnover within the executive management team. The CEO and the CFO resigned within a two-week period. The health system COO was promoted to Interim CEO and the Controller was promoted to Interim CFO.

Health System leadership had identified a need for a senior level strategic financial advisor who would assist in identifying and implementing financial, operational, and strategic change to improve annual operating margin results in the coming year. DCCS was contracted to perform a financial operational assessment and Mr. David C. Capone, President/Founder DCCS, was contracted to be the senior financial advisor to the Interim CEO.

Process Utilized

The Senior Financial Advisory Services Engagement was divided into two (2) phases as follows:

- Phase I: Assessment/Recommendations for Operating Margin Improvement
- Phase II: Implementation of Operating Margin Improvement Initiatives.

Tools Utilized

The Enterprise Level Project Management Plan was fully implemented to assist Health System leadership to identify, measure, and successfully implement revenue growth and expense reduction strategies to improve the Health System's operating margin by \$10 million (target).

OVERALL RESULTS:

- ❖ Completed financial assessment and achieved Board support for \$10 million of operating improvement strategies within 60-days from the start date of the engagement.
- ❖ Implemented a Project Management Office and monthly Enterprise Level Project Management Plan results reporting to the Board and Senior Management Team.
- ❖ The engagement was credited with \$14 million of operating margin improvements, exceed initial engagement target by 40%.
- ❖ The Health System has maintained profitability continuously following DCCS engagement.
- ❖ Interim CEO, was promoted to the permanent CEO position.