

Health System Merger & Acquisition

Business Challenge

Our client is a health delivery network offering ambulatory, wellness, residential and senior services exclusive to members of the entertainment industry. With the transition of their outpatient health care network to a large academic health system, they engaged with Kenny & Company to facilitate and manage all major work streams required for the acquisition.

The key challenges that faced our client were:

- Maintaining daily operations in parallel with meeting the demands across 14 clinical, business and IT operations teams with an aggressive schedule
- Transitioning organically-developed health programs, custom health plan contracts and the inner-workings of a large specialty network with complex administration requirements
- Ensuring minimal to no impact to quality of patient care or ability of physicians, clinicians, nurses or other care givers to deliver health services during or post-transition

Client & Engagement Quick Facts

- Seven month project duration
- 43 providers across five ambulatory sites; 400 specialists in the network
- Ancillary services included radiology, laboratory, physical therapy, and mobile health van. Administrative services included HR, call center, billing, medical records, network management

Our Solution

Kenny & Company developed a comprehensive program work plan capturing the interdependencies and success criteria across all projects, project tools to organize and manage the client team, role-based organizational structure, centralized knowledge repository, and comprehensive change management approach. We developed detailed narratives on several areas of the business that assisted the acquisition team in the transition. Our team also developed targeted tools to ensure our client was fully prepared for the acquisition including a Readiness Assessment Dashboard, Patient Experience Framework, Deployment Weekend Checklist with issue tracking, and comprehensive contingency plans.

Business Benefits

The acquisition was deemed successful by both organization's leadership and management, with relatively minor impact to key stakeholders, including patients, employees, providers, and health plans. The remaining programs and services offered by our client remain intact and functioning smoothly after the acquisition.

About Us

Kenny & Company is a management consulting firm offering Strategy, Operations and Technology services to our clients.

We exist because we love to do the work. After management consulting for 20+ years at some of the largest consulting companies globally, our partners realized that when it comes to consulting, bigger doesn't always mean better.

Instead, we've created a place where our ideas and opinions are grounded in experience, analysis and facts, leading to real problem solving and real solutions – a truly collaborative experience with our clients making their business our business.

We focus on getting the work done and prefer to let our work speak for itself. When we do speak, we don't talk about ourselves, but rather about what we do for our clients. We're proud of the strong character our entire team brings, the high intensity in which we thrive, and above all, doing great work.

Who We Are

Partner Led

Our Partners are personally committed to our clients and lead every engagement.

Experience, Perspective and Passion

We average over 20 years in professional services and bring tailored approaches to every client engagement.

Focused, Collaborative, High-Impact

We work side-by-side with our clients in highly focused teams to solve complex business problems.

Client First

Our highest priority is our client's professional and personal success. We believe clients should expect more.

Guarantee Our Work

We guarantee our clients complete satisfaction every engagement every time.

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