An ASC Faced With an Unsure Future

The existing group of physician owners at Safety Harbor Surgery Center in the Tamp Bay Area sought to bring the struggling center back to financial viability and reverse its trajectory from potential closure to a long-term asset for local patients and physicians. At the time, SHSC partners were facing cash calls and struggling to attract additional physicians.

Compass implemented its operating system, CORE™, to bring stability to operational expenses, close performance gaps, and improve upon collections efforts. Compass also hired a new Administrator, restructured the Center debt, and recruited additional surgeons to the surgery center to maximize utilization of its operating rooms.

Success Requires a Unique Strategy

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Every center faces a distinct set of needs and market dynamics. In addition to installing its CORE™ system for operational efficiency, Compass immerses itself in the micro-market to help physician partners develop a plan to fully utilize their surgery.

- Professionally manage partnership meetings and financial reports
- Favorably restructure debt and resolve cash flow issues to decrease operational overhead
- Install a stable operating system
- Syndicate new physician partners to maximize facility utilization and attract patients
- Improve collections cycle
In 2018, Compass and the physician partners sold a majority interest in SHSC to United Surgical Partners International (USPI). At the time of sale, the center had 11 physician partners and was well established for the long-run. As one member put it, “Compass literally saved the center from certain destruction.”

We have a strong and committed group of surgeons in our surgery center, but originally faced some unfortunate financial circumstances. Compass was an outstanding partner that has the respect of our entire team. They built trust with our group quickly and helped return us to a better, dividend producing model with the ability recruit additional physicians. In my opinion, Compass was the only team for the job.

Our mission is to create high-value partnerships that provide exceptional surgical services to local communities and a positive return to each partner. If you are facing challenging obstacles, consider partnering with experts that have a proven track record of delivering solutions that put you back in control.