

# Reduce Operating Costs in Your Practice

By Robin Newland Gould  
Summit Strategies, LLC

Several articles written by Summit Strategies have appeared in the *ACG Update* since 2011. Summit Strategies, LLC is recognized nationally as a leader in providing integrated solutions for optimizing cash flow for medical practices, associations and small- to mid-size businesses.

**D**o you know if you're getting the lowest rates on your lease or merchant processing fees? Summit Strategies can help you assess and lower your daily operating costs.

Many ACG members may recall that Summit Strategies is a leading business optimization and real estate services advisory firm serving clients throughout the United States. Summit President and CEO, Andrew Nadler, wrote several articles that appeared in previous issues of the *ACG Update*.

In 2011, ACG turned to Nadler and Summit Strategies to explore ways to reduce operating costs. The College was so impressed with the savings and services that the College worked with Nadler to create an alliance so that all ACG members could benefit from the services provided by Summit Strategies.

"We take a holistic approach to maximizing cash flow for our clients," Nadler says. "We look at our clients' day-to-day operating expenses including their merchant processing fees, telecommunications fees, and lease and rental agreements. Then, through an integrated business approach, we provide solutions to reduce those costs."

Last year, ACG and its members who signed up with Summit Strategies saved between 25-60% in their operating expenses.

But Nadler says it's not just about saving money. "We build relationships. We want our clients to know that we are their long-term partner and are devoted

to educating them and supporting their efforts to succeed."

To show that commitment, Summit Strategies is making an investment in ACG's long-term growth. For every practice that signs up with the company, Nadler says Summit Strategies will make a donation to the ACG Institute for future research and programs.

"This is just the beginning," says Nadler. "I know we can provide a benefit to all ACG members. It's just a matter of increasing awareness of how to reduce expenses."

To get a free cost analysis of your merchant processing fees and to learn more about how to save money across a variety of expense categories, contact Andrew directly by phone at (240) 821-6900, ext. 1001, by email at [anadler@summit-strategies.com](mailto:anadler@summit-strategies.com), or on the web at [Summit-Strategies.com](http://Summit-Strategies.com). **ACG**



Andrew C. Nadler,  
President & CEO,  
Summit Strategies, LLC

**Information above** is courtesy of Summit Strategies, LLC. Andrew C. Nadler, President & CEO of Summit Strategies, LLC, with 27 years of senior-level commercial leasing and operations experience, provides integrated solutions for optimizing cash flow and has a reputation as a principled and savvy negotiator. He has consummated complex lease transactions with many medical, office and retail tenants throughout the United States. Mr. Nadler's expertise has been sought by NBC, The Washington Post, The Hartford Courant and The Maryland Daily Record. Andrew is a requested presenter for the U.S. SBA's Small Business Development Centers, The Latino Economic Development Corporation of Washington, DC and various Maryland and Virginia County Economic Development Corporations. Contact Summit Strategies by phone at (240) 821-6900, or on the web at [www.Summit-Strategies.com](http://www.Summit-Strategies.com).

## SCREEN Act

continued from page 10

"Physicians cannot accurately predict which patients will have polyps prior to a screening colonoscopy. If we knew with certainty that someone did not have any polyps, then we would not perform the procedure in the first place. The purpose of this extremely accurate test is to detect and remove precancerous lesions and to prevent cancer. It is unfair to penalize the individual who happens to have a polyp when they are trying to do the right thing for their own health. The law as it is presently written is well intended, but there are some gaps that need to be filled," explained March E. Seabrook,

MD, FACP, Chair of ACG's National Affairs Committee.

### Pre-Screening Visit Covered

In addition to waiving cost sharing for colonoscopies where polyps are removed, the SCREEN Act provides Medicare coverage for a pre-screening office visit before the date of the exam. Currently, Medicare does not provide coverage for the beneficiary to visit with a physician prior to undergoing the screening to discuss the procedure or preparation for the screening.

### Payment Linked to Quality Registry Participation

Lastly, the SCREEN Act legislation helps

reform the Medicare reimbursement system by ensuring providers are paid for the quality of the services as opposed to the quantity of the services. The SCREEN Act provides for a Medicare incentive conditional upon voluntary participation in a nationally recognized quality improvement registry, such as the GIQuIC, that compares the physician to accepted colorectal cancer screening quality metrics developed in the medical literature.

### Budget Neutrality

The SCREEN Act is also budget-neutral, meaning the bill was drafted so that the costs add nothing to the national deficit. **ACG**