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Insights for Driving Success

In this episode of *Insights for Driving Success*, Keith Daniels, Partner, and Jonathan Killion, Managing Director, talk about the impact of downward pressure on reimbursement rates for healthcare companies. They also share some of the ways Carl Marks Advisors is helping organizations meet this challenge.



The Effects of Declining Reimbursement Rates in Healthcare

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Keith and Jonathan identify key operational and investment strategies that companies can utilize to help make up for reimbursement declines. These may range from cost reduction via SG&A, to tactical investments such as best-in-class IT systems, to strategic partnerships, acquisitions and integrations. Through these tactics companies can increase revenue and meet the challenges of declining reimbursement rates.

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