



Academic Medical Center Services

Navigating A Dynamic Landscape

Pressures on academic medical centers are many and varied, from limited research dollars to squeezed endowments, scrutinized tuition rates, and a rapidly changing healthcare system. All aspects of medical education, research and clinical care services are in flux. As a result, colleges and universities are revisiting their mission, vision and strategy, seeking efficiency through organizational realignment and re-examination of longtime intra- and inter-institutional agreements.

To survive in today's dynamic environment, institutions are transforming and need to evaluate their entire organization, making hard choices about what functions to reshape, eliminate, or reorganize. Already, organizations are seeking new revenue sources through fundraising, new services and new partnerships that support their mission. However, if institutions are to truly provide the level of investment necessary to reorganize, become more agile, and seize opportunities, they must improve operational margins across the entire enterprise.

As some institutions transition, they are developing financial analyses to identify margins by mission, implementing space productivity analyses for research programs, establishing resource optimization and incentive plans, and/or evaluating facilities and capital planning. Institutions that do not perform such reviews will likely see margins continue to shrink, making it difficult to generate resources necessary to achieve a vital transformation.

Leadership To Enable Transformation

Attain has the right capabilities to support academic medical centers overcome the challenges of a changing environment. Our staff of skilled professionals includes seasoned academic medical center administrators and career consultants with extensive relevant subject matter expertise. We know how to work with AMC leaders to examine strategies, resources, organization and operations, bringing real value to every engagement.

Attain has provided professional services to academic medical centers for nearly thirty years, including about 70 of the top 100 research institutions in the United States. In partnership with Academic Medical Center leadership, we deliver quality analyses, recommendations and technical solutions that drive successful implementations and transformation in today's environment.

Our portfolio of solutions includes:

Financial Management: We evaluate revenue sources and expenditures, identifying ways to potentially increase revenue and reduce costs to reach institutional strategic targets. Our professionals have significant experience working at all levels of the institution, from line of business to service center level, to ensure internal support of new strategies.

Financial Turn-around: Using strategic finance and business analytics tools, we analyze institutional finances and develops viable, results-driven options for AMC leadership to evaluate. We work with the institution to implement plans and establish key performance indicators and provide management with the objective tools to track progress.

Attain Higher Education and Academic Medical Centers



A Legacy Of Innovation

Attain's national reputation as a leader in the higher education and academic medical center communities is unmatched. Our professionals are recognized as management and technology thought leaders in the industry. In a time of significant industry change, Attain has the expertise and solutions to help institutions successfully adapt to a new environment.



Medical School Expansion: Attain evaluates options for building expansion, staffing requirements and accreditation review to achieve the institution's vision for the future. We develop financial models that support expansion and work with the institution to execute strategy, monitor progress and drive toward the goal of expanding the physician labor force.

Operational Reviews: We provide an objective review of programs, departments, operations and services to optimize each functional area's support of the institution's mission. We perform these evaluations with objectivity and utilization of national metrics to support recommendations.

Compensation And Productivity: We support institutional reviews of faculty performance and compensation by reviewing teaching, research and clinical productivity. Productivity and compensation data is benchmarked to national standards to ensure appropriate institutional expectations of faculty and competitive salary practices.

Research Finance And Program Planning: Attain assists institutional management with research program assessments, including program reviews, building planning, and faculty recruitment strategy. We will build a financial model for a multi-year plan to simulate the construction, faculty recruitment, program costs and estimated revenue projections for research recoveries, specialized service income and fundraising requirements. We support the institutional review process for approval of research initiatives and assist in project execution.

Driving Excellence. Achieving Results.

Attain is different. With a legacy of more than 30 years helping academic medical centers better understand how to improve on their capabilities and strengths to optimize operations, we have honed a successful approach and the proven solutions that enable you to transform. Available individually, or as a comprehensive strategy, our solutions can improve the way you operate, enhance your reputation, and mitigate the influence of economic and regulatory pressures.

Proven Performance. Forward Thinking.

Based in Vienna, Va., Attain is a professional services company comprised of innovative problem solvers who deliver tangible results to address today's complex public sector and higher education challenges. Attain delivers strategic, operational support, healthcare solutions, IT security and application services to more than 125 customers in the Federal, state and local government, higher education and academic medical center markets.

For more information about Attain, please visit www.ATTAIN.COM.

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