

Healthcare Real Estate Solutions

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Every day, hospitals deliver quality healthcare in communities across the country. And every day, we help hospitals plan for the future.

Our consultants have completed more than \$4 billion in projects and have planned more than 25 million square feet of healthcare construction development. From large, multi-site health systems to mid-size community hospitals to rural and critical access hospitals, progressive healthcare organizations around the country have turned to us to leverage their resources, maximize operational performance and improve the patient experience.

Strategy

Every plan starts with a goal. To develop a comprehensive plan for the future, we ask the right questions and leverage our experience and insights to create a framework for your facility or campus. By establishing a clear direction, you will eliminate wasted time and money and chart a strong course for the future of your healthcare organization. Moreover, you will maintain control every step of the way as you make confident, informed and timely decisions.

Some of the strategy services we provide our clients include:

- » Strategic market planning
- » Strategic facility and master planning
- » Delivery system planning
- » Operations assessment
- » Technology assessment/planning
- » Zoning/entitlement strategy
- » Real estate asset advisory
- » Project-specific business planning
- » Medical staff development planning
- » Service line planning
- » Physician-hospital joint venture structuring
- » Financial feasibility
- » Financial and capital planning

Program Management

We manage every phase of your project, from assembling the right team to budgeting, planning and administration. Our clients consider us an extension of the hospital management team. Whether we work from an existing strategic facility or campus plan or help you develop a new plan, we approach projects from your perspective. We analyze your operations, develop a delivery system plan, review your technology and infrastructure, and consider financing options. Then we develop guiding principles and a customized work plan before assembling a best-in-class project team. Contracts are structured and delivered on an open-book, full disclosure basis, so there is never a question of motivation or conflict of interest.

Throughout this process, we maintain budgets and schedules. We integrate, synthesize and facilitate the flow of information to build consensus among all your stakeholders. Our program management services include:

- » Project organization
- » Project definition/guiding principles
- » Team qualification, selection and contract negotiation
- » Communications planning
- » Operational/work process planning and programming
- » Project budgeting, scheduling and financial studies
- » Planning, design, construction and transition management
- » Technology coordination
- » Public and regulatory approvals
- » Activation planning
- » Building commissioning

Contact »

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Development

From market and financial feasibility to site selection to design through project completion, our team brings projects home on budget, on time and on target with strategic objectives. When it comes time to develop a facility, we have delivered for hospitals and health systems around the country. Working with best-in-breed architects and contractors approved by you, we lead a multi-faceted team to build a facility that meets your strategic goals. Cutting edge information technology solutions maximize productivity, and our fast-track delivery methodology accelerates schedules and reduces costs. By minimizing life cycle costs, we maximize operational efficiencies and provide for future flexibility.

Whether we are developing an ambulatory care center, cancer center, outpatient surgery center, medical office building or a health and wellness center, our team's development services help create a healing environment that is more efficient and cost effective.

Our development services include:

- » Physician demand analysis
- » Market and financial feasibility studies
- » Site analysis, selection and acquisition
- » Ownership and financial modeling
- » Design/build development
- » Physician marketing and leasing
- » Zoning/entitlement procurement
- » Asset management



Capital

Navigant Consulting's strategic capital partner, Medicus Capital, can finance your medical office buildings and outpatient centers, freeing up capital for you to deploy in core business ventures.

Medicus Capital provides 100 percent of the capital needed for medical office buildings, ambulatory care centers and other facility projects. The off-balance sheet, off-credit financing enables you to achieve your strategic goals while maintaining control over use and tenancy of the project.

We understand the relationships between hospitals and physicians, and we make those relationships a priority as we create rental, ownership and management structures that attract and retain physician tenants, your most valuable asset. We have a long-term investment philosophy and welcome the opportunity to partner with physicians and hospitals to achieve a common long-term bond and "win-win-win" relationship.

Our capital services include:

- » Third-party ownership of new medical buildings
- » Joint venture real estate partnership structures
- » Acquisition of existing medical buildings
- » Off-balance-sheet, off-credit financing
- » Build-to-suit lease-backs