Physician Partnership Readiness Checklist

FREE RESOURCE FOR PHYSICIAN GROUPS

A quick self-assessment to help your leadership team decide whether, and how, to explore a strategic partnership. Before you talk to a potential partner, it helps to know where your practice stands.

Work through the checklist with your leadership team. The categories mirror the questions covered in "Physician Group Partnerships: How Independent Practices Are Growing Stronger Together." Use it alongside the full article for more detail on each area.

1. Financial & Operational Visibility

- [ ] Accurate, up-to-date monthly financial statements.
- [ ] Clear profitability by provider or service line.
- [ ] Visibility into cash flow and reimbursement timing.
- [ ] Biggest operational pain points identified with real costs.

2. Payer Contracts & Reimbursement

- [ ] Payer contracts reviewed in the last 12 months.
- [ ] Payers causing the greatest delays identified.
- [ ] Current rates benchmarked against the market.
- [ ] Reliable process for tracking claims and denials.

3. Administrative Infrastructure

- [ ] Core functions vs. operational overhead defined.
- [ ] Highest-risk billing, credentialing, or compliance
- [ ] tasks flagged.
- [ ] IT and cybersecurity infrastructure evaluated.

Two or three shareable functions identified.

4. Value-Based Care Readiness

- [ ] Data and reporting requirements understood.
- [ ] Analytics and care-management infrastructure assessed.
- [ ] Fit with long-term growth plan discussed.

5. Partnership Fit

- [ ] Desired level of shared control defined.
- [ ] Potential partner types discussed (practices, MSO, vendors, advisory firm).
- [ ] Leadership aligned on what "independence" means.

How to use your results: A few unchecked boxes are normal. That's what a partnership conversation is for. If most boxes in two or more categories are unchecked, it's a sign your practice would benefit from an outside look before deciding on a path forward.

Want a second opinion on your results?

WebsterRogers works with independent physician groups to strengthen financial visibility, evaluate payer contracts, and build the infrastructure needed to stay independent. Contact our healthcare advisory team to walk through your checklist together.

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