

## WHITEPAPER

# Can hospital mergers deliver real value? The answer is yes...if you do it right.

<https://www.chartis.com/insights/can-hospital-mergers-deliver-real-value-answer-yesif-you-do-it-right>

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Although the intention of merger and acquisition activity is to deliver real value (benefits in service expansion, care coordination, efficiencies and cost savings, capital avoidance, and population health), hospitals and health systems often fall short of realizing their vision for the future enterprise. It becomes lost in the morass of regulatory approvals, negotiations, and the focus on “getting the deal done.” In the process, they fail to answer the most critical questions: “What is our future vision for what we can achieve together? And how are we planning to successfully execute?”

*Achieving the envisioned benefits of integration requires unwavering leadership commitment and rigorous planning to drive the new organization forward and realize all potential synergy value. This means looking and re-looking at opportunities to drive financial, operational, and clinical benefit from existing or prospective partnerships.*

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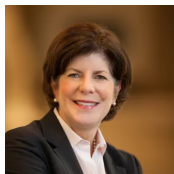
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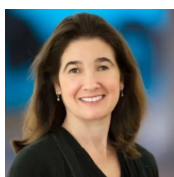
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