



**MERIDIAN**  
SURGICAL PARTNERS

*Performance, Efficiency, Achievement, Knowledge*



*fresh perspectives*  
**and a new approach**





*Performance, Efficiency, Achievement, Knowledge*



## THE MERIDIAN DIFFERENCE

*Meridian's goal is not to reinvent the surgery center industry, but to do it better and smarter.*

Meridian Surgical Partners was formed by three veterans of the healthcare industry who have brought together a powerful combination of business acumen, physician relationships, and clinical expertise, to deliver a superior kind of surgical company.

Meridian partners with physician-owned ambulatory surgery centers (ASCs) and with physicians wanting to develop an outpatient surgical facility. Armed with an established track record in financing, developing, and operating ASCs, specialty surgical hospitals and related healthcare ancillary businesses throughout the country, Meridian brings fresh perspectives and a new approach in the ASC space.

The word "meridian" is defined as "the highest stage of development." Ultimately, we want the success of our physician partnerships to reflect this. We help physicians reach the top – the meridian – of an ASC partnership opportunity.

Rather than applying a model or using a top-down approach to partnership development, Meridian utilizes a "ground-up" approach. We are a flexible and nimble organization that tailors each partnership to meet the needs of our physician partners. We know that from years of working with physicians, no two deals are alike. That's why we do whatever it takes to make each partnership as successful and as value-added as possible. In order to do that, we spend lots of time listening, instead of talking, unless, of course, we are asking questions. Coupled with this, our attention to detail and unmatched due diligence process allow us to gain insight to effectively guide the formation of mutually beneficial partnerships.

*Meridian focuses on the following types of ASC partnership opportunities with physicians:*

- Spine-Focused
- Acquisition
- Development
- Turnaround

*Characteristics of a Typical Meridian ASC:*

- Spine-focused surgical facility
- Multi-specialty surgical facility
- Layout consists of two to four fully-equipped operating rooms, one or two treatment rooms and ancillary areas for reception, pre-operative preparation, recovery and administration.
- Location is in close proximity to physicians' offices
- Strong focus is placed on patient care and outcomes
- Surgical facility is available for use only by licensed physicians who have been approved by the center's medical credentialing committee.



## REACHING NEW HEIGHTS

**PEAK**, which stands for performance, efficiency, achievement and knowledge, is our management approach and how we bring value to our partnerships to reach the highest level of development. **PEAK** drives our success. By focusing on these four cornerstones in every aspect of management – from finance and clinical operations to information technology and physician recruitment - we provide a well-executed plan that achieves superior results.

## A LOCAL APPROACH

Meridian empowers not only its physicians, but also its employees at the center level to ultimately control the destiny of the center. We believe that operating the centers at the local level with exceptional people increases physician, employee, and patient satisfaction, and ultimately drives success. We do whatever it takes to ensure we build relationships that are centered on communication. Our dedicated operations team is committed to being responsive and providing our partners the valuable face time they need to achieve their goals.

*Meridian applies the PEAK approach to each facility in order to focus on:*

- Creating the best possible patient experience
- Integrating the surgery center with the physician practice
- Efficiently managing cases with the best use of resources
- Providing a safe, efficient, and comfortable environment for physicians and patients

## DATA-DRIVEN SUCCESS

Meridian utilizes a sophisticated, proprietary, web-based, information technology platform that serves as the engine to drive operations. We concentrate on collecting data at every operating point in the center and then analyze and complete comparative studies on that data. By identifying trends, benchmarking, and tracking key indicators, we are able to improve the decision-making process – all resulting in more streamlined and profitable operations. Together with our physician partners, we develop a strategic plan that will allow us to mutually meet and exceed our respective definitions of success and achieve desired results.

# TAILOR MADE PARTNERSHIPS

“Throughout the process of developing our new center, Meridian provided the resources, experience, and expertise needed to oversee the project. Opening the center on schedule and under budget was the result of our great partnership and months of hard work and planning.”

- Blaine Farless, M.D. / Orthopedic Surgeon  
Cleburne Surgical Center (Cleburne, Texas)

“Meridian played a key role in recruiting new physician partners to our center as well as helping us develop and launch a new ophthalmology program. Their ability to build and nurture physician relationships has made it possible for us to offer our patients additional services while increasing our revenue opportunities.”

- Mike Cullen, D.P.M. / Podiatrist  
Miracle Hills Surgery Center (Omaha, Nebraska)

“Meridian places a huge focus on data collection and analysis. They work closely with us to present trends and issues they have identified, then effectively develop and execute plans to address them. Our access to the senior operations team is certainly a value-add to our partnership.”

- Balu B. Shetty, M.D. / Gastroenterology  
Laurel Surgical Center (Greensburg, Pennsylvania)

“We have been very pleased with our Meridian partnership and the successful development and opening of our facility. We now have the opportunity to provide our patients with a unique level of care by treating them with the most technologically advanced minimally invasive spine care in a comfortable outpatient setting. It is our shared commitment to provide patients with cost-effective treatments and successful outcomes.”

- John Pelozo, M.D. / Orthopedic Spine Surgeon  
Institute for Minimally Invasive Surgery (Dallas, Texas)

*Institute for Minimally Invasive Surgery  
Dallas, Texas*



*Central Arkansas Surgical Center  
Russellville, Arkansas*



*The Surgical Center at OMNI  
Billings, Montana*



*Cleburne Surgical Center  
Cleburne, Texas*





## PHYSICIAN BENEFITS

- Return on investment
- Experienced strategic partner with proven track record in ASC development and management
- Access to capital resources
- Maximized case volume and revenue
- Focused and readily accessible senior management team
- Increased opportunities for growth
- Decreased risk
- Reduced management and administrative burden
- Strong focus on patient care and outcomes
- Improved quality of life

## MANAGEMENT SERVICES

- Physician Recruitment
- Financial Support and Analysis
- Managed Care Contracting and Review
- Human Resources
- Facility Marketing
- Information Technology and Outcome Management
- Resource Management
- Regulatory Compliance
- Proven Practices
- Service Quality Measures

## PLANNING RESOURCES

- Physician Partner Analysis
- Facility Planning
- Financial Planning

## DEVELOPMENT RESOURCES

- Syndication Services
- Partnership Agreements
- Design / Pre-Construction Phase Services
- Construction Phase Services
- Equipment Selection and Procurement





*Contact us today to learn more about the  
benefits of a partnership with Meridian.*

Meridian Surgical Partners

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Meridian Surgical Partners specializes in the acquisition, development, and management of spine-focused and multi-specialty ambulatory surgery centers. Meridian acquires interests in established physician-owned ASCs and partners with physicians wanting to develop an outpatient surgical facility.

To learn more about our company and services visit our website at [www.meridiansurgicalpartners.com](http://www.meridiansurgicalpartners.com)

