

Health Care Consultants

The consulting area has changed over the years. From the Big 8 accounting and management firms, the field has become more fragmented and niche oriented. **The term consulting now extends to information technology and its application.** The changing nature of health care and technology has also driven this fragmentation. One consultant may work only with physicians and their networks, but not with hospitals.

In the context of this report, a hospital consultant will work with acute and extended care facilities. A consultant working with physicians will work in the areas of physician practice, network development, physician - hospital organizations, mergers, and acquisitions. Attorneys specializing in health care or biomedical technology will be identified as such.

Information technology and systems consultants may also work in the area of telecommunications/information systems interface. Some may offer only software support, or may be a value - added distributor (VAD) for both hardware and software. The area with the greatest amount of activity currently is in network integration, satellite facility integration, and data acquisition and analysis. The last area will become very important as to leverage costs of operations in the managed care contract negotiation period.

Regional Professional Societies

Due to the small locale of these groups, only their members are aware of each other. There is usually no local office, but is managed from the office of the hospital department managers. The easiest way to reach these groups is to call a large local hospital, request the department of interest, and ask for the manager. Regional and state professional trade shows may be located by contacting the hospital association or council.