



PROFESSIONAL MANAGEMENT

is a systematic process of leading and managing an organization using proven fundamentals and disciplines that empower a business to continually reach new levels of growth even in the face of significant changes in its environment.



APEX 100™ PROFESSIONAL MANAGEMENT SYSTEM

APEX 100 IS A PROVEN, SEQUENTIAL, AND CONTINUOUS SYSTEM THAT CAN RADICALLY IMPROVE AN O&P PRACTICE'S OVERALL PERFORMANCE.

Our Vision... To be the national, independent O&P practice owners' first choice for driving operational excellence.

Our Mission... We partner with our clients and implement proven professional management practices that improve overall performance.

Additional Services...

- Apex SMARTe™
- Apex COMPLIANCE™
- Apex O&P Education

"My experience with the APEX 100 System has been nothing but positive for me and my staff. I would recommend this program to any O&P practice owner that wants to gain control of their practice with improved clinical flow, employee satisfaction, and financial freedom."

Trevor Townsend
President & Co-Owner, Valley Institute of Prosthetics
& Orthotics (Bakersfield, CA)

CHALLENGE

Those who own, lead, or manage an O&P practice are typically very passionate about providing the best possible care for their patients and are often the top income-generators in their practices. In pursuing that passion and focusing the majority of their time IN patient care, they sometimes struggle with allocating enough time to focus ON the business. As a result, the practices' performance may be less than desirable and, when faced with a change in the business climate or a new competitive threat, the practice struggles financially and culturally.

SOLUTION

APEX 100 is a proven, sequential, and continuous system that can radically improve an O&P practice's overall performance. Based on 4 P's (Planning, People, Processes, Performance) and 100 'Key Elements' considered critical for success by national business experts, APEX 100 serves as a guide and tool to help you reach your apex of optimal performance.

STEP ONE

APEX 100 | LEVEL 1 ASSESSMENT

- > ONE HOUR COMPLIMENTARY WEBINAR
- > COMPLETION OF LEVEL 1 ASSESSMENT
- > LIST OF PRIORITIZED ACTION ITEMS

- > WORK WITH OUR CONSULTING TEAM TO ENSURE ACTION ITEMS ARE EXECUTED
- > WORK TOWARD LEVEL 2 ASSESSMENT

IMPLEMENT THE STRATEGIC PLAN

STEPFOUR

STEP TWO

ONSITE STRATEGIC PLANNING SESSION

PREWORK PRIOR TO VISIT

- FINANCIAL ANALYSIS <
- EMPLOYEE SATISFACTION & MORALE SURVEY <

ONSITE - 6 HOUR STRATEGIC PLANNING SESSION

- SWOT ANALYSIS <
- COLLECT DATA <
- BENCHMARKING <

DETERMINE PRIORITY ISSUES

- ACTION ITEMS <
- RESPONSIBLE PARTIES <
- FIRM DUE DATES <

WITHIN ONE BUSINESS DAY, YOU WILL HAVE A WRITTEN STRATEGIC PLAN OUTLINING

- VISION <
- MISSION <
- ACTION ITEMS WITH DUE DATES AND RESPONSIBLE PARTY <
- FOUNDATION FOR ACCOUNTABILITY MEETINGS AND FRAMEWORK FOR IMPLEMENTATION <

DELIVER STRATEGIC PLAN

STEPTHREE

APEX 100 WEBINAR.

This complimentary one-hour webinar introduces attendees to the APEX 100 Management System and includes the APEX 100 Level 1 Assessment. This first level assessment provides a candid evaluation of how well your practice is performing and should be used as a perpetual scorecard to regularly monitor progress toward implementation of a comprehensive professional management system. Attendees will have the opportunity to have the Level I Assessment for their specific O&P practice completed, scored, and analyzed the same day.

APEX 100 STRATEGIC PLANNING.

Based on a 2014 study by The Shamrock Group, Inc., 1 of the 3 top reasons businesses fail was 'a lack of strategic

focus'... these businesses focused solely on operational improvements. So the first step toward implementing a professional management system is to focus on APEX 100's first P – Planning. As former practice owners themselves, our Apex 360 Team Leaders will first analyze your financials, APEX 100 Assessment results, and perform an Employee Satisfaction and Morale survey. Next, we will visit your practice for a 6-hour strategic planning session that includes an in-depth SWOT analysis and more. At the conclusion, you will have a Strategic Plan that includes a clear Vision of what you want your practice to become, a Mission statement that defines how you are going to reach your Vision, and up to 3 Priority Issues to focus on, each with smaller steps (Action Items) with realistic, firm due dates and who is responsible for each.