

# LEAD

Health and Healthcare  
related Management &  
Training consulting firm



# About US

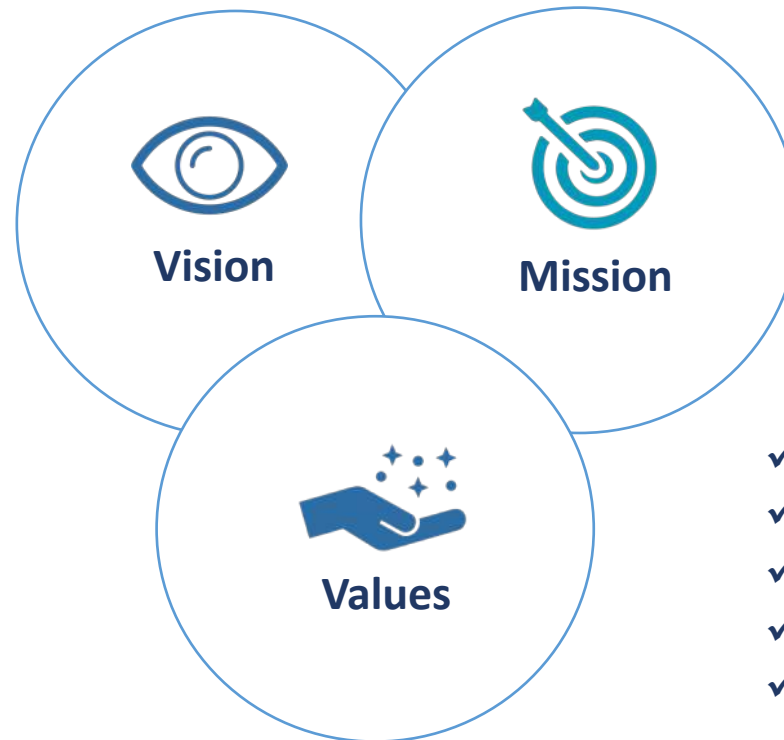


LEAD Healthcare Consultancy Company (LLC) is a healthcare management and consulting firm dedicated to providing healthcare solutions that create high performing healthcare organizations in the region and in US.

LEAD Healthcare Consultancy operates by bringing together a team of qualified multidisciplinary consulting professionals who offer their expertise in healthcare management and leadership to assist our clients in designing, developing and implementing innovative and customized solutions that would deliver a proven approach to long term sustainable results.

# Our Strategy

We envision a leading healthcare sector with efficient services supported by professional and ethical consulting solutions.



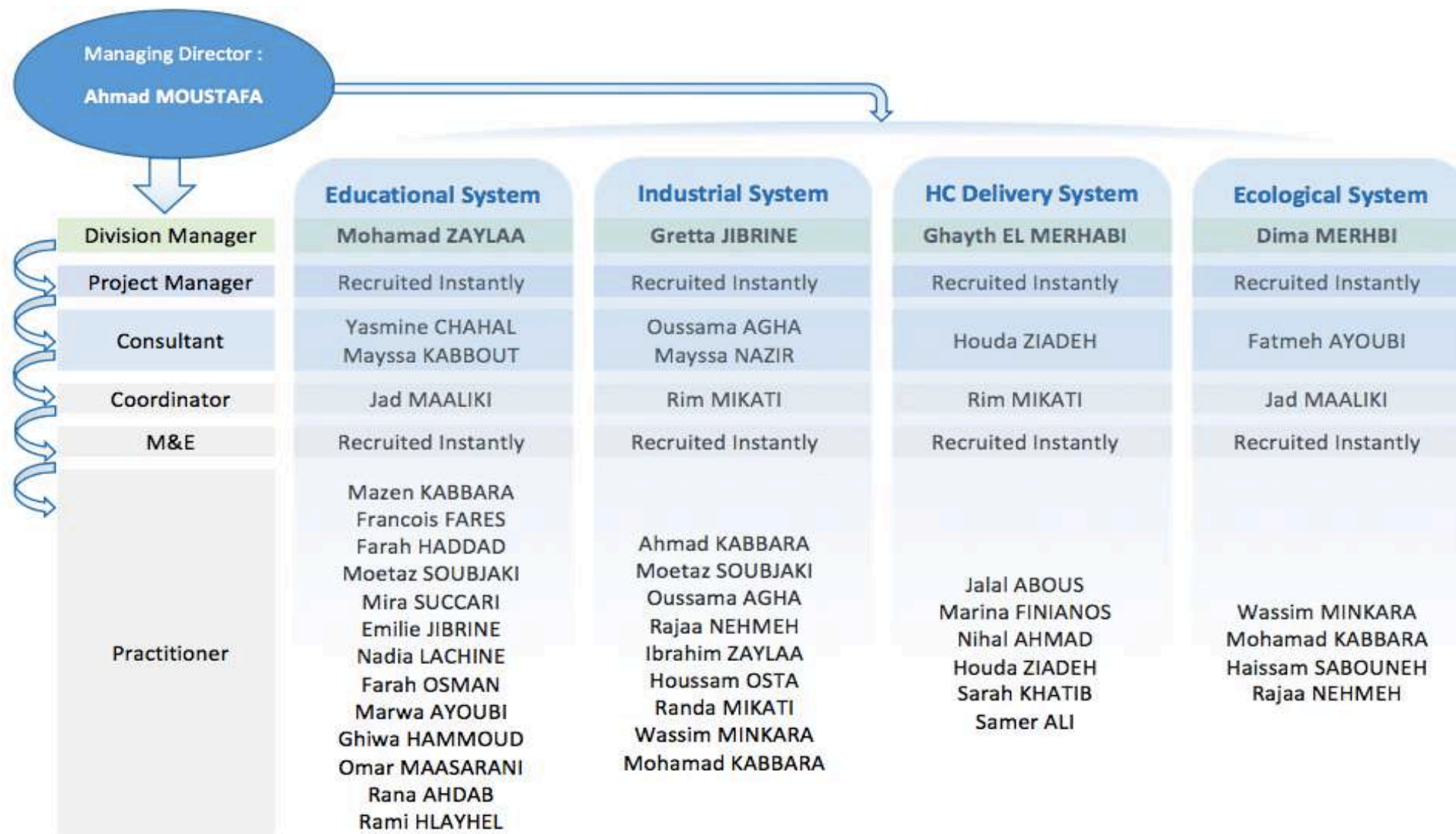
Our mission is to be the partner of choice for entities facing health management challenges by building strong relationships, providing reliable solutions and resources, and always leading to consistent and sustainable results.

- ✓ Credibility
- ✓ Equality
- ✓ Innovation
- ✓ Efficiency
- ✓ Customer Satisfaction

- ✓ Leadership
- ✓ Teamwork
- ✓ Quality
- ✓ Passion
- ✓ Innovation



# Our Staff



# The Right Partner

Partnering with LEAD Healthcare Consultancy LLC, will provide our partners an opportunity to work with a team of experienced professionals that have sector and geography specific strategy experience.



# Training and Competencies building

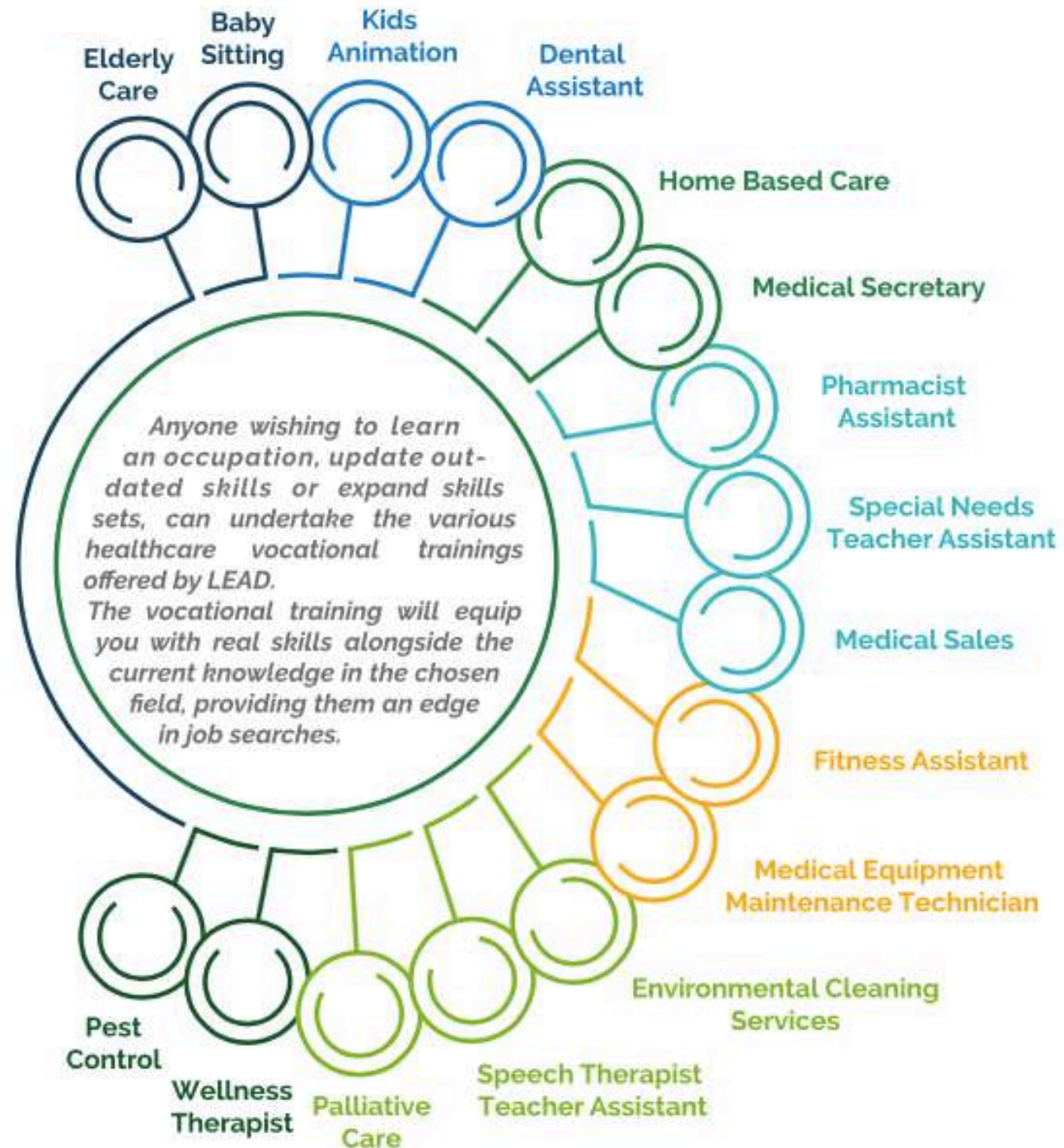
Long term success cannot be guaranteed unless when the core interpersonal skills that enable teams to perform complex responsibilities are enhanced. LEAD's professionals deliver advanced soft skills trainings in various fields and especially for personnel working in the healthcare industry.

Ensuring commitment to evidence-based practices and staying updated with the changes and trends of the healthcare industry, is a must for excellence. This can be assured through the provision of a valued set of hard skills that facilitates the acquisition of designated competency levels. The art lies in blending the hard skills with the soft; the technical expertise with the behavioral.





# Vocational Training



## Hospitals & Primary Health Care Centers Accreditation

Accreditation, quality and continuous improvement have become a fundamental part of health services' activities. Accreditation provides a visible commitment by all organization's stakeholders to improve the quality and safety of patient care through emphasizing on the safety culture, continuous improvement plans and on the establishment of a comparative database of health care organizations which can meet selected structure, process, and outcome indicators. LEAD's team will set the roadmap towards meeting all accreditation's requirements while closely collaborating, guiding and empowering personnel towards reaching the desired performance target.

## Quality Certifications Coaching

Ensuring high quality of services is becoming a prerequisite for sustainability. Thus, healthcare organizations are progressively relying more on the support and the experience of professional consultants to standardize their operational practices, support their continuous development, and improve their overall performance. Nowadays, healthcare organizations aim to be differentiated in the competitive job market by acquiring national and international certifications. To provide credentials for our customers, we will provide them the technical and operational consultancy services needed to excel in the attainment of any quality certification.



# Healthcare Business Solutions - cont'd

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## FEASIBILITY STUDY AND BUSINESS PLAN

Developing business plans requires extensive market research, time and commitment, but is undoubtedly a valuable process that can greatly contribute to business success. Our experts having an excellent standing position in business management are willing to support in planning, designing, managing and implementing business and feasibility studies for healthcare organizations. Our services will simplify decision-making processes and enable our customers to reach their organizational goals.

## TURNAROUND PLAN

Companies can fail to overcome its weaknesses and threats, leading it to poorly perform for extended period. LEAD's experts can be the catalyst towards change and assist healthcare entities in the recovery from their financial challenges. We will help in acknowledging and identifying problems, considering changes in management strategies, formulating clearer goals, and developing and implementing problem-solving tactical plans to speed up the attainment of desired value.

## Medical Equipment Planning

Equipment planning for any healthcare establishment plays a vital part for its successful sustainability. Our experienced consultants will be able to supply healthcare organizations with the most inclusive, integrated, and systematic medical equipment planning and procurement advisory services, guaranteeing efficient outcomes.

## Audit, Gap Analysis & Need Assessment

Auditing, gap analysis and need assessment services include diverse programs that can cover organizational straightforward compliance. The goal of an audit is to assess the overall adherence to regulations, internal organizational policies or other compliance drivers. As for the need assessment, it definitely complements any auditing process since it is about identifying the existing gaps, analyzing them and then determining a systematic way for addressing those gaps. LEAD's team of experts flexibly operates by offering performance screening solutions to our customers empowering them to reach their optimal operational status.

## Health Project Management

Health projects are gaining the interest of many healthcare and community based organizations as they are consistently providing planned health promotion educational sessions and counseling programs tailored towards the needs of the community.

We are able to plan, implement, coordinate and manage healthcare interventions including awareness campaigns and medical missions, and hence assist you in creating value.

This is done through emphasizing on the benefits of cost-effective management, strong leadership, and stakeholder partnership by constantly improving processes and strategies while incorporating evidence based research findings and technical innovation.



## STRATEGY AND GOVERNANCE

As the healthcare industry is shifting towards the service-based orientation, healthcare leaders and top managers are thriving to integrate the patient-centered approach into their organizations. LEAD's professionals are willing to assist in designing systems and procedures to restructure responsibilities, authorities and accountabilities. As well as developing strategic and operational plans aligned with the organization's scope of services, allocating resources and measuring performance, all in the core of balancing profitability with sustainability.

## PROCUREMENT MANAGEMENT

For most hospitals, the largest expense after salaries and wages is supplies. The simplest acts and the complex medical procedures, all are based on supplies. Nowadays, hospital administrators are overwhelmed with suppliers' communication and work processes.

LEAD's experts are able to establish consistent material and procurement management processes that cover purchasing, order, ongoing cost, supplier performance and inventory management. Taking into account long term value, patients and staff feedback and environmentally friendly purchases, we can support healthcare firms in choosing the best offers without compromising the quality of the services provided.

# Healthcare Management - cont'd

## QUALITY MANAGEMENT & PATIENT SAFETY

Quality is no longer an option, especially in healthcare. Today, patients are at the center of quality service delivery and organizations need to focus on optimizing their work processes to improve organizational performance and satisfy their customers. LEAD's team of consultants is willing to join forces to develop and implement quality, patient safety and risk management plans.

As continuous improvement based on measured outcomes is one of the basic elements of a management system, we will track the progress of the core indicators set, establish actions accordingly and reform internal processes.

## HUMAN CAPITAL MANAGEMENT

As employees are one of the three principles in health system inputs, no doubt they largely contribute in improving overall patient health outcomes. LEAD's experts can build a human resources plan that encompasses a variety of processes which adhere to the accreditation standards including but not limited to; talent need assessment, recruitment, orientation, performance evaluation, competency testing, etc.

Moreover, to keep your staff motivated and satisfied, we will support healthcare establishments in developing promotional, continuous education, retention and succession strategies.

# Healthcare Management - cont'd

## CLINICAL PRACTICES MANAGEMENT

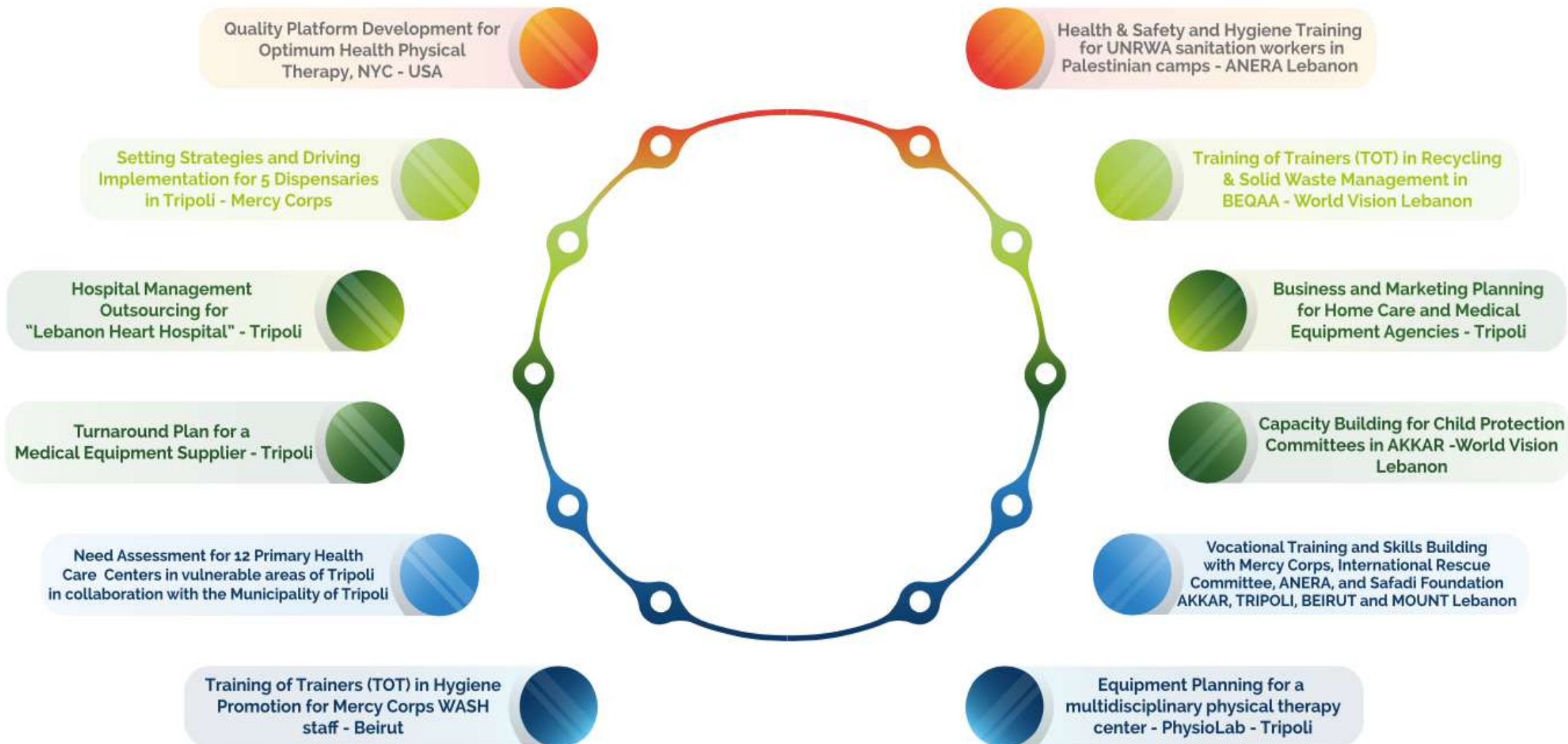
Running a clinical practice within a healthcare organization context is not an easy task, professionals are faced with many constant challenges that they need to be aware of and ready to overcome to maintain a great reputation of quality. LEAD's professionals are willing to develop a management process that aims at achieving true decentralization and autonomy, stronger clinical leadership skills and enhanced teamwork spirit amongst all practitioners. This is the essence of providing an effective patient flow to improve efficiency for the practice and therefore providing a positive experience to the patient.

## SUPPORT SERVICES MANAGEMENT

With today's rising operational costs, managing support services at a healthcare organization requires special tactics to avoid the waste in resources and maintain profitability. We will help healthcare organizations in analyzing the efficiency of current processes, recognizing and dealing with risks, and identifying opportunities to decrease overall business costs without affecting patient's experience.



# Latest Projects





**THANK YOU ...**

**PARTNERS TOWARDS  
ACHIEVING OUTCOMES**